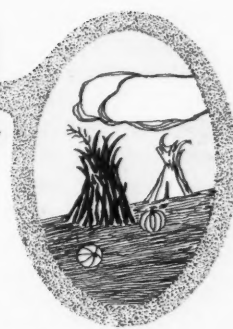




The Inland Printer



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ORGANIZING EMPLOYING PRINTERS.

BY A. H. MCQUILKIN.



THE United Typothetæ of America is the oldest employing printers' organization in America. The preamble to its constitution reads, "With a view to developing a community of interests and a fraternal spirit among the master printers of the United States and the Dominion of Canada,

and for the purpose of exchanging information and assisting each other when necessary, the Typothetæ and other societies of employing printers of various cities, through their authorized delegates, do hereby organize themselves into a national association. It is based on the right of the individual as opposed to the arrogated rights of trade societies; and while it disclaims any intent to assume an arbitrary control of the trade, either against customers, workmen or members, its members assert and will maintain the individual right to regulate their own affairs."

The Typothetæ takes its name from the title given by the Emperor Frederick III. of Germany to the printers of that country. Peter C. Baker, of New York, suggested this title for an employing printers' society formed in that city. The name was extended to the International Typothetæ formed in Chicago, October 18, 1887, being the first effort of employing printers to form a national organization.

Let us now turn to the declaration of the typographical union, which, being the most important labor organization in the printing trade, gives color to the principles of all the rest. The constitution of the International Typographical Union

is not introduced by any preamble, but the constitution of Chicago Typographical Union, No. 16, has a preamble which it is perhaps fair to quote here, as it has been frequently quoted approvingly in times past, the design in these discussions being to present the best that the organizations offer and to have them discussed on their economic merits. The preamble reads:

"To establish and maintain an equitable scale of wages, and protect ourselves from sudden, unreasonable fluctuations in the rate of compensation for our labor, and protect, too, just and honorable employers from unfair competition of greedy, cheap-labor huckstering rivals; to defend our rights and advance our interests as workingmen; to create an authority whose seal shall constitute a certificate of character, intelligence and skill; to build up an organization where all worthy members of our craft can participate in the discussion of those practical problems upon the solution of which depend our welfare and prosperity as workers; to foster fellowship and brotherhood, and shield from aggression the isolated, defenseless toiler; to aid the destitute and unfortunate, and provide for the decent burial of deceased members; to develop and stimulate, by association and social converse, those kindly instincts of humanity that most highly adorn true manhood; to encourage the principle and practice of conciliation and arbitration in the settlement of differences between labor and capital; to incite all honorable efforts for the attainment of better conditions of labor—shorter hours, increased privileges, and greater enjoyment of the ennobling amenities of life, the concomitants of culture and civilization; to defend the defenseless, befriend

the friendless, and in all charity inculcate lessons of justice and good will among men."

The sincerity of the propositions laid down by the United Typothetæ and the sincerity of the propositions laid down by the International Typographical Union are determinable solely by their practices. Just what is meant by the declaration that the Typothetæ members "assert and will maintain the individual right to regulate their own affairs" has its parallel in what is meant by the declaration of the unionists that their purpose is "to incite all honorable efforts for the attainment of better conditions of labor — shorter hours, increased privileges and greater enjoyment of the ennobling amenities of life."

The difference between the two organizations lies in that one holds to the principle of the individual contracting for labor and the other to collective contracting for labor. The question then arises: Is it for the best interest of the employer, is it for the best interest of the workers, and thus for the best interest of the printing trade that the worker shall contract and make his own conditions for his labor with the employer, or is it for the best interest of the employer, is it for the best interest of the workers, and thus for the best interest of the trade, that the workers shall organize and collectively contract and make conditions for labor service with the employers?

Which principle does the United Typothetæ of America stand for?

In ordinary circumstances, the question would not be important, and perhaps open to the charge of being mischievous. But the last Cost Congress having made itself an agency to bring about a unification of employers' organizations, and the United Typothetæ being undoubtedly the most powerful of these, it is important to know where it stands. Many able and sincere printers seem to be of the opinion that concerted action on labor issues is impossible. They favor an organization which will taboo those issues. The policy of silence, however, does not settle them. Whether we like it or not, the labor question will not down. It is an ever-present symptom of the universal desire for improvement. Members of those local organizations that taboo labor questions find it necessary to form another association to take care of that problem. That expedient can not be reverted to if we are to have one international organization. To hold the field, it must deal with labor issues. Hence it is important that the craft should know just what the United Typothetæ stands for in this particular respect. Then we shall want to know what the unions purpose doing — under what conditions they will cooperate, on the basis on which they do business with

the newspaper publishers or on some other basis. A discussion of these points by those interested is a necessary part of the work of clearing ground for the new structure, which must come soon or late.

Written for THE INLAND PRINTER.

LANGUAGE WHIMS AND FALLACIES.

NO. IX.—BY F. HORACE TEALL.



OPINIONS vary as to the value of critical faultfinding, even among educators. Some grammarians, for instance, restrict their work by excluding any reference to what is wrong, while others include many examples of errors for correction, and assert that such correction is a very good means of learning what is right. A general fault is perpetuated by almost universal failure to recognize the fact that in many cases there is no absolute right or wrong, especially in matters of mere form. Every book on language that the writer has seen contains assertions, made without acknowledgment of propriety in opposite opinions, that are radically different from those made about the same subjects in other books. Who can say of two such radically differing assertions, made by persons of equal standing in authoritative estimation, that one is right and the other wrong? Often no one can properly do so; but equally often one of the assertions can be proved to be better than any other on the same subject, sometimes as being more reasonable or logical, occasionally only as being more widely accepted.

We are not to inquire closely into the instructive value of faultfinding. What is intended is merely to bring out a fact seldom openly and frankly recognized. Every set of rules practically involves the idea that all contradictory rules are erroneous, and so they are in the place for which the others are made. No practice can be formulated so as to be easily understood in the same way by all workers without careful delimitation of what is to be done, and impliedly of what is not to be done. No matter of detail presents more difficulty than does capitalization. Hence there is a very common failure among printers, in making rules for capitals, to make them so that every worker can apply them alike. The one way in which this might be done is almost universally objected to, because it would prescribe too many capitals.

In the office of an evening newspaper, some years ago, a new managing editor made a set of rules. He specified certain words to be capitalized

and certain others not to be. Of course the examples given were few in each instance, and the unavoidable inference was that all words just like those in a group were to be treated like those in the group. The one possible means of fixing the analogy was missing. There was no statement of a reason why any word had a capital; all that was said was merely, "Capitalize such words as the Union for the United States," etc. It should not be difficult for any one to perceive the loophole left by such a rule for disagreement in construing it.

One of the rules was, "Capitalize the Governor

find no reasonable argument in the matter except in favor of the capitals. But he knows that the many people whose practice is opposed to his are equally persuaded that their way is the right one, and he knows that the statement of his reasoning does not convince them so that they will change their practice. He is sure of the one point only—that system is needed for comfort, and can be secured only by constancy to principle. The editor mentioned above met such assertion with the flat statement that it could not be done, because it would give too many capitals.



A BULKY NEMESIS.

Photo by R. R. Sallows, Goderich, Canada.

of a State." Another was, "Do not capitalize the mayor of a city." The editor had not thought of the exact agreement in kind of these two titular words, but only that he wanted to draw a line of distinction somewhere, and that this would be a practicable place to draw it in. When his attention was called to a sentence saying that "the Governor talked to the mayor," he said instantly that he did not wish it so, and that each of the two words should have a capital. It would not be hard to find print in which these words have the opposite treatment. The present writer has for years observed and compared the two methods, and can

One proofreader was the only one known to the writer who ever secured a system of practice that was seldom misunderstood by the compositors. On the *New York Sun* from 1868 to 1870 the use of capitals was as well fixed as any other use, and changes were seldom made on proofs, although nothing like a formulated rule was then known in the office. It was so simply because the proofreader worked uniformly on principle, and his principle, while not stated, was so evident in his work that no one could fail to grasp it. This reader, however, was ideally circumstanced. Matters of style were so completely within his control

that absolutely no one else interfered. It is evident that rules are not worth much unless they are practically applicable to definite classes of words, and they certainly work best when the classes of words to which they apply are so plainly indicated that very little doubt can be felt by any one in applying them. Probably it is because this is felt to be true that such comprehensiveness is asserted by those who make rules, although they seldom fulfill their promise. Here, for instance, is what one writer says of those he makes: "The systematic application of the following rules will secure correct capitalization." His promise is exactly the one made by many other people who fail in its fulfilment, just as he does, by generalizing in a way that leaves many questions with no answer, as in this rule: "Capitalize the initial letter of words of special importance or others specifically applied, as the family names or type genera of animal or plant life."

Very little thought is necessary to show that this rule is inadequate and practically worthless. Many words of special importance are not capitalized by anybody, and "others specifically applied" is too indeterminate to be useful. Who would write a type-genus name with a capital and not the other genus-names? It is almost universal practice to capitalize every genus-name, but occasionally a book has them without capitals, as in Appleton's "American Cyclopædia." This is an old work, of course, but in general the same variations in practice existed when it was printed that are now current.

Another rule found in the set mentioned is: "Capitalize the initial letter of every word derived from a proper name." Nothing could better exemplify the lack of thought which is so common, and which is the one point of attack for this writing. If people will not take the trouble to think a little they would do much better by refraining from making rules. Thoughtless rules are worse than none. Would the author of this one do what he says in it? Of course he would not. Everybody could instantly think of some words so derived which no one capitalizes.

Almost as bad as this failure in discrimination is the extreme toleration shown by some writers who are too much averse to faultfinding. Professor A. S. Hill, in his "Principles of Rhetoric," says: "A word when used as a proper name should begin with a capital. Good authors do not uniformly follow this rule; but most departures from it probably originate in their own or their printers' inadvertence, rather than in their intention to ignore a useful principle, or needlessly to create exceptions to it." He shows what kind of words he means by saying: "We should dis-

tinguish between the constitution of society and the Constitution of the United States; between republican principles and the principles of the Republican party." He leaves unmentioned many such distinctions that should be made and are not always made, and fails to make his argument convincing, mainly by neglecting to assert the fact that the lack of such distinctions really arises from ignorance, not from mere inadvertence.

A good case in point is that of a Republican newspaper which always printed Republican with a capital and democrat (for the opposite political party) with a small letter. Evidently it was done to belittle their opponents, but the effect was only that of showing how little real comprehension of language principles the editors had, since a true Republican is certainly a democrat, and a true Democrat is a good republican.

Written for THE INLAND PRINTER.

PUSHING THE COUNTRY NEWSPAPER.

BY WILLIAM WESTERFIELD.



HERE are few occupations in which more diplomacy and tact is required than that of the publisher of a country newspaper. The life of the newspaper is in its advertising business; this is specially true of the country newspaper. At the same time, this does not imply that the subscription-list should be neglected. In order to make the country newspaper a success it is necessary to note every possibility that exists for increasing the income, no matter how little this may be. The "line locals" may be made a source of profit if the business is looked after properly; though each advertisement amounts to little in itself, in the aggregate the income derived from them may be considerable. Yet I have seen needy country publishers who made no effort to develop this part of the business. If properly distributed among the reading locals they do not disfigure the sheet, and it is the most effective advertising that can be employed. This class of advertising is important to the country publisher for another reason, that is, a great deal of advertising of this class can be had from concerns who could not be induced to take a display advertisement of several square inches, and whose business would not justify it.

I will tell how one publisher rejuvenated a run-down paper in a county-seat country town of about fifteen hundred inhabitants, and it may be that there will be found in his experience something that will be of value to a large number of other

country publishers. The paper in question had been allowed to go without skilful management and without editorial ability until it was only an excuse for, not a newspaper. The advertising business had been allowed to take care of itself, there being no scale of prices. When a customer came in it had been the practice to make any price that came handy to quote at the time. The question of profit had not been considered. Frequently, full seven-column-page advertisements would be run with large wood-type display. Quarter-page jack and stallion advertisements were being run also. For this advertising, which destroyed the appearance of the paper and unfitted it for home reading, a very low rate had been charged. Sometimes when behind with composition they would run one of

trade. At first some of the larger stores thought that they were so well known that they could get along without advertising. But the new publisher obtained the patronage of a goodly number of smaller concerns, and he was very careful to get up the matter in the most attractive style, and assisted the advertisers to get up their copy. In a short time, the larger merchants noticed that some of their older patrons were doing less business with them than they had been doing, and it did not take long for them to discover where the business was going. Then they wanted to come in with large full-page advertisements at ridiculously low rates, such as they had been accustomed to. But the new publisher would not take full-page advertisements for a paper of four seven-



DESIGNS FOR BOOK-PLATES.

From etching by Gustave W. Baumann, Palette and Chisel Club, Chicago.

these large advertisements dead, merely to fill up. Thus it will be seen that the business was in about as demoralized a condition as possible. The new man found that there was another town in the county, seven miles distant, that was becoming a strong rival of the county seat for business. It had well-conducted newspapers, and these were well patronized by the business men of the town. The new man went to his own patrons with copies of rival papers, showing them what the merchants of the rival town were doing. He made it clear to them that they could not hope to maintain the position of their town unless they offered inducements to people to come to their town to trade. He made it clear to them that it was a demonstrated impossibility for a concern that does not advertise to compete for business with one that does. It is a live wire that attracts, not a dead one, and it is the hustling individual or concern, always pulling for business, reaching out through every possible avenue for it, that attracts live

column pages, claiming that it was impossible to give the readers what was due them when this was done. What he would do would be to take nothing larger than a fourth-page advertisement, and which, when properly made up, would be far more attractive and more likely to be read than the full page, and for this he would make a fair charge. The advantage of the smaller advertisement in this case is obvious. It makes it possible to surround the advertisement with interesting reading-matter, so that the reader must notice the advertisement or fail to get the reading on that page, whereas with the full-page advertisement the reader may not be at once interested, and seeing nothing but an advertisement on that page will turn away from it at once. This, for the reader and the merchant, is sufficient reason for the smaller advertisement. But there is another reason that appeals to the publisher more forcibly than either of these. It is not possible or proper to fill the paper with advertising to the exclusion

of reading-matter. Therefore, it is better to keep up the rate, and keep down the size to reasonable limits, and get as many as you can carry of the smaller advertisements. Get the business men to racing with each other for business, not by demoralizing methods, but by good-naturedly pushing and boosting.

By following this plan the new publisher soon obtained all the advertising he could carry at rates that made it profitable.

It was the same in the job-printing line. There had been no method in the making of prices. The result was that in the effort to establish some sort of system of charges there was some discouragement. But gradually things settled down, and, by doing good work and doing business in a business-

Written for THE INLAND PRINTER.

THE FOLLOW-UP SYSTEM.

BY T. W. POWELL.



UCH has been written recently relative to the systematizing of printing-offices, and many of the articles which appear from time to time are indicative of a lack of practical application to prove their value. In this day of perfection in accounting and cost systems, the lack of proper method of following work during its process of manufacture is deplorable. The method described here is now in use in one of the largest high-grade printing concerns of

15

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
Job No. _____															Date Received _____																
For _____																															
Form No. _____															Quantity _____																
4th Proof Out _____										3rd Proof Out _____										2nd Proof Out _____											
4th Proof Ret. _____										3rd Proof Ret. _____										2nd Proof Ret. _____											
Size Sheet _____															No. Forms _____																
Size 8 ^{SPECIAL} 10 ¹² _____															Colors _____																
Must Rule _____															Colors _____																
To Pressroom _____															ENGRAVINGS																
Print _____																															
To Bindery _____																															
Deliver _____																															
(Outside work and special information on back.)																															

To Comp Room _____
 Proof Promised _____
 Job Promised _____
 1st Proof Out _____
 1st Proof Returned _____
 In Foundry _____
 To Ruler _____
 Ruled _____
 To Pressroom _____
 Printed _____
 To Bindery _____

Exhibit A.

like way, he won the respect of the business men, and he is to-day in the possession of one of the best conducted and most profitable little weeklies in any town of its size in the country.

A BOOK OF TITLE-PAGES.

The *Printing Art* has just issued in book form the result of its recent title-page competition. The subject chosen for the competition was a title-page for an article by Henry Lewis Bullen on "Keeping the Printing Plant Young," and the article, together with the designs submitted in the contest, have been issued in attractive book form. The designs, of which there are more than one hundred, are printed in two colors, and show some exceptionally good work.

this country and its adequacy proven and the system improved as necessities presented themselves.

The job-ticket, already completed as to instructions and bearing definite dates of delivery, is turned over to the "follow-up man," who, after filling out the card illustrated and described above, starts the work in the proper department, and through a series of reports from departments he is constantly in touch with the job in its journey through the entire plant.

The card-file with alphabetical separators and white index-cards about 6 by 3¾ inches, printed in the form illustrated, is used (Exhibit A). The numbers at top represent the days of the month,

and little metal indicators of the same width as the dates on card, bearing corresponding numbers, are attached, by means of a clip, at the proper number, and when the card is placed in its proper place as to number and alphabetical position, it becomes conspicuous on the date indicated, the

**Report of
Jobs Sent to Foundry**

81257		Date	19
Job No.	NAME		
<hr/>			
<hr/>			
<hr/>			
(Signed) _____			

Exhibit 1.

exact state of the job is determined and the department having it in its possession at the time is asked as to the date of its completion. On a job where proof is to be shown, the card shows the date when this should be done, and the composing-room foreman is reminded from time to time as to the promise. The proof, instead of being submit-

**Report of
Jobs Locked on Gordons**

77325		Date	19
Job No.	NAME		
<hr/>			
<hr/>			
<hr/>			
(Signed) _____			

Exhibit 2.

ted direct by the foreman of the composing-room, is sent with original copy to the superintendent or follow-up man, who, after removing the indicator and stamping the card with a dater in the space "first proof out," turns it over to the salesman, who forwards it to the customer. The removal of the indicator stops the job, as far as the printer is concerned, until the proof is returned by the customer, when it is passed back through the follow-up clerk, another indicator is attached, showing either when the second proof should be

shown or if the first proof is O. K.'d, when it passes on its way through the plant. With a little judgment on the part of the follow-up man, these indicators become of much value, in that an indicator placed a few days in advance of the required date enables him to get large jobs moving in plenty of time to avoid failure to keep promises, and gives the foreman sufficient advance notice to work the job without unnecessarily rushing it.

In order to keep up this system, we have four reports, namely, "Sent to Foreman," "Locked on

**Report of
Jobs Printed on Gordons**

77690		Date	19
Job No.	NAME		
<hr/>			
<hr/>			
<hr/>			
(Signed) _____			

Exhibit 3.

Gordons," "Printed on Gordons," and "Jobs sent to Bindery." We have a separate card for cylinder report, which the stoneman stamps when form is locked, and foreman stamps across the bottom when form is O. K.'d to print. These reports show the number of jobs and name of customer, which corresponds to follow-up card. These reports are

**Report of
Jobs Delivered to Bindery**

		Date	19
Job No.	NAME		
<hr/>			
<hr/>			
<hr/>			
(Signed) _____			

Exhibit 4.

taken up six or eight times a day and items recorded on follow-up card. See Exhibits 1, 2, 3, 4, 5.

By referring to follow-up card, the exact state of any job can be ascertained instantly, if the reports are carefully made out.

unmistakable terms. Any confusion of these terms works like a confusion of length, breadth and height in defining space sensations. The physicist is perfectly clear when he speaks of the three-color qualities as wave-length, wave-amplitude, and wave-complexity, but no such clearness exists in popular speech. One dimension is frequently ignored, and a single term allowed to stand for either of two qualities or their union.†

Thus the term intensity means to a physicist the amount of light which the eye receives from a

misunderstanding can distort them. Thus their accuracy and permanence seems assured for many years. Value (wave-amplitude) is also clearly defined as referring to the light and shade of colors — "the idea of hue being abstracted."

These three terms are used to describe qualities, not quantities, and those who refuse to accept value as a qualitative term, insisting that it is quantitative, should promptly supply a new, exact and acceptable term to replace it. These three qualities are fundamental in all color description.



Blowing Bubbles! Trying to conduct a business without advertising — advertising well considered, well written, well designed and well printed — is a childlike, bubble-blowing effort. To be successful the merchant or the professional man *must* make himself — his wares or his ability — known. To be known — favorably known — is the biggest asset of business. The art and science of making known is the printer's business. Take the printer into partnership with you in your business. He is the specialist who moves your wares or your skill into dollars. Stop blowing bubbles by yourself. Go to the printer, consider his ways and be wise.

Free Consultations for
Sick Business

Letterman & Inkwise
Printers Who Know How
41144 Wealthy Street
Commonsense, Iowa

AN ADVERTISING SUGGESTION.

color (the painter term for this is "value") and does not refer to its chromatic strength, which he calls saturation. Nor can the scientist confuse intensity with saturation, for the first is wave-amplitude and the second is wave-complexity.

But in popular usage intensity is often confused with saturation, while brilliancy may mean their varying combinations. So when one person uses intensity to describe the light of a color, while another rejects that meaning and says it describes the strength of color, and a third holds that it is a combination of color-light and color-strength, then all three are ripe for strife. Now, if three brand-new terms could be invented and accepted, these hoary misunderstandings might disappear. Tradition has a powerful hold upon most minds, and it is better to keep such familiar terms as can be rendered exact in their meaning, only discarding those which have become too blurred to serve.

Hue (wave-length) and chroma (wave-complexity) are so clearly defined by cross reference in the new Century Dictionary‡ that only wilful

When one goes further and aims to combine certain colors already exactly described, in the effort to satisfy a sense of fitness and beauty, then it becomes a question of art and personal choice. To quote again from Kipling:

"The tale is old as the Eden tree — and new as the new-cut tooth —

For each man knows ere his lip-thatch grows, he is master of art and truth."

INVENTION OF PRINTING.

Typographers believe that they are the children of Gutenberg. But the advent of printing dates much further back, for we learn that they have discovered at Phacotos, in Crete, a disk in clay of sixteen centimeters in diameter, about 6¼ inches, which carries upon the two faces more than one hundred and twenty representations of men, animals, trees, etc., constituting one of the first examples of hieroglyphics used in Crete. These signs are not engraved, but are made with a punch. This is said to be the first example of typography dating from about the twentieth century before our era. Some time ago it was asserted that electricity was known to the Pharaohs, and now we have it that printing was known at least forty centuries ago. What invention, we may ask, can belong to modern peoples? — *London Globe*.

† *Ibid.*, pp. 14, 61.

‡ *Ibid.*, pp. 18, 19.



Photograph by J. St. C. McQuilkin.

THE SWORD DANCE.



A. H. McQUILKIN, EDITOR.

*Published monthly by***THE INLAND PRINTER COMPANY**

120-130 SHERMAN STREET, CHICAGO, U. S. A.

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THE INLAND PRINTER is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

SUBSCRIPTION RATES.

One year, \$3.00; six months, \$1.50, payable always in advance. Sample copies, 30 Cents; none free.

SUBSCRIPTIONS may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

Foreign Subscriptions.—To Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make foreign money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

IMPORTANT.—Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of THE INLAND PRINTER as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to fulfill honestly the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

THE INLAND PRINTER reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. BEERS, 40 St. John street, London, E. C., England.
JOHN HADDON & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.

RAITHBY, LAWRENCE & Co. (Limited), De Montfort Press, Leicester, England.
RAITHBY, LAWRENCE & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.

PENROSE & Co., 109 Farringdon Road, London, E. C., England.
WM. DAWSON & SONS, Cannon House, Breams buildings, London, E. C., England.

ALEX. COWAN & SONS (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.

ALEX. COWAN & SONS (Limited), Wellington, New Zealand.

F. T. WIMBLE & Co., 87 Clarence street, Sydney, N. S. W.

G. HEDELER, Nürnbergerstrasse 18, Leipzig, Germany.

H. CALMELS, 150 Boulevard du Montparnasse, Paris, France.

JOHN DICKINSON & Co. (Limited), Capetown and Johannesburg, South Africa.

A. OUDSHOORN, 179 rue de Paris, Charenton, France.

JEAN VAN OVERSTRAETEN, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

THE printers' phat in New York city has gone a-glimmering, which shows that the uplift is working.

THERE is no law on the statute books forbidding a consolidation of parallel lines of employing printers' organizations.

REPORTS from nominating conventions over the country do not indicate, by any means, that newspaper influence is waning, especially among politicians. Many honors were handed out to members of the fraternity.

MR. W. J. HARTMAN, of Chicago—surely an authority on the subject—says that printers having cost systems differ about five per cent in their bids. This is a rational difference, and reduces competition to the level of good salesmanship and the efficiency of an office to handle certain lines of work. Which is as it should be.

WHILE it may not be true that the attendants at every business convention receive a benefit commensurate with the time and money expended, it is a pretty safe bet that within a year not a solitary printer who gathered with the "progressives" at St. Louis last month will be found who claims a loss as the result of his trip to the Cost Congress.

WHEN a customer enters a printing-office and seeks information concerning the doing of a piece of work with the evident intention of ordering the printing, he should be met by some one who is strictly "on the job." Every doubt in the customer's mind should be cleared away as to the printer's ability not only to do the work, but to understand exactly its mission. This will go a long way toward offsetting the cut price of an incompetent competitor.

IN all the pother about building up the business we are forgetting that thoroughgoing coöperation includes the employees. Great Britain, Australia and Germany, as well as America, have tried their hands at the typographical uplift in recent years. Of all these the bays of success have been won by the Germans. And success has come through having the coöperative spirit percolate employer, employee and apprentice. In those things in which their interests are identical they work together, and where antagonisms inevitably exist they resolve to compose them in the most harmonious manner possible. If we rid ourselves

of traditional prejudices, that is not so difficult. The points of difference between employees and employers are neither so numerous nor important as are the points of hostility between several employers seeking business in the same competitive field.

DOWN in Texas the printer is cutting an unusual swath. The excellent state association is a model, and now the apprentices of Houston are setting a mark. Employing printers and the typographical union combined for the purpose of providing the composing-room apprentices free memberships in the Young Men's Christian Association with night-school privileges. Within a short period the boys organized the "Printers' Devils' Club of Houston Y. M. C. A.—organized

tory or lecture-room is coming to the aid of the mechanic and manufacturer in a hitherto unknown manner. The wonder-working University of Wisconsin announces that engineering students this year will study the manufacture of paper. An especial purpose of this course will be to ascertain how paper may be made from new kinds of pulp-wood, and how wood products now wasted may be utilized in paper manufacture. What a far cry from the old classical curriculum that the popular mind associated with university education a generation or so ago: while in young and progressive Wisconsin men will be seeking ways and means of securing raw material for the printer, in staid and conservative Massachusetts graduate printers will be ascertaining in a scientific manner how to use it to the best advantage. Far be it



A LOUD AND HOMELY HOLLER

YOU may swipe a cut from a newspaper or other publication and fake up a lot of stuff for your advertising and make a loud and homely holler in the hope of attracting attention to what you have to sell. We can give you that sort of dope if you want it. You know your business, but you can not know the advertising and printing business as the man who makes his life-work of it does. We can give you what you want. You can have our advice and our printing. You can have our advice without our printing, or you can have our printing without our advice. We can make your printing holler or sing for you — because we know the business. Come in and talk it over.

SURE & SERTAIN, *Specialists in Printed Matter*
Broadway, Alert, Kansas.

AN ADVERTISING SUGGESTION.

by the printers' apprentices, for the welfare of apprentices of the U. S. A." A more dignified name might have been chosen, but the one selected possesses a western breeziness and has a flavor of the "get there" quality about it which is an augury that the members will so deport themselves as to advance "the welfare of the apprentices of the U. S. A." Another earnest of their disposition to attain their end is that the boys have subscribed for *THE INLAND PRINTER*. We hope they will find the investment a profitable one, and wish them well.

THE elimination of waste in material and effort constitutes a large part of the great problem of the day—the more equitable distribution of wealth. The scientist in his closet and labora-

from us to decry any sort of college education, for the worst is better than none, but these types of college courses measure up so well to the term "higher education" in its best sense that the ordinary mortal does not at first grasp its significance. Not until the harvest is being gathered will we comprehend the greatness and beneficence of the change.

THE outcome of the second International Cost Congress must be as gratifying to well-wishers of the graphic-arts crafts as it was to the promoters. The encouraging increase in attendance is dwarfed in the interest the Congress' accomplishment arouses. The eager questioning, regular attendance and intense participation in details showed remarkable growth in cost knowledge or

recognition of the need of more knowledge—either of which is equally desirable. Probably the most representative gathering of employing printers ever held, it was almost inevitable that the question of one all-embracing organization should come to the front. There is demand and need for such an association—that is, if we take the feeling expressed at St. Louis (and we have no other pulse by which to judge) as being indicative of prevailing sentiment among progressive craftsmen. There were those who wanted to organize the association then and there. Men who have been prominent in employing printers' organizations know that precipitate haste will frustrate the object in view, and in referring the question for report next year, the Congress did the obvious thing. Personal prejudices and sharp antagonisms arising out of honest differences in views will confront the commission when it considers the problem of organization. Altogether there is a flavor of statecraft in finding a solution of the situation, and we have strong hopes that the commission will develop the statesmanship required to solve the riddle by going to the very foundation.

The Tou Velle Bill.

Keeping an eye on the Government is indeed a strenuous occupation, as the National Joint Committee will testify. That body is a flesh-and-blood protest against the Government printing stamped envelopes. It put vitality into the quarter-of-a-century-old "kick" of editorial associations and cognate organizations. The committee succeeded in having the lower house pass a bill inhibiting the practice after the expiration of the contract in June next, and also had a rider attached to the appropriation bill prohibiting the expenditure of Government money on that account. The temper of the Senate was said to be decidedly favorable, and the committee congratulated the trade and was felicitated in turn on the happy outcome of its labors. So all interested spent a summer of self-satisfaction so far as this particular question was concerned.

With the first day of autumn, however, the committee woke up with a roar and a snort. It discovered that the department had sent out specifications anent printed envelopes during August calling for bids to be submitted not later than September 29. What stirred the committee was that heretofore the department has sent out specifications about January and opened bids in March previous to the expiration of the contract, which would seem to be about a normal time allowance. The committee wondered at the eagerness of the department this year. It did not ponder long. If

a four-year contract is entered into before Congress reconvenes, there will be little hope of the Senate concurring in the bill that passed the House last June, reasoned the committee. For that body to reach a conclusion is for it to act collectively, a knack it had learned while dealing with the volatile elements that constitute statecraft at Washington.

The committee applied its arts and craft, and soon the department and President were apprised of just what the trade thought of the undue haste displayed in seeking bids, and of the unfairness of producing a situation which might hamper the Senate when it came to consider the Tou Velle Bill. The committee was not alone in protesting. Hot from the job of fixing fences, supporters of the administration—politicians and even statesmen—told the big wigs at the capital all about the danger of offending the country editor, the job-printer and the paper man, not to mention the imprudence of having a department put obstacles in the way of a House measure in the Senate. At this writing Chairman Andrews and his hustling confrères are hopeful of ultimate success. But even if disappointment should come, these gentlemen will at least have had an experience that will teach them eternal vigilance is the price of many desirable things besides liberty.

Newspaper Plays.

In a recent editorial, *The Fourth Estate* bewails the weakness of newspaper plays so far produced. It says, however, that Lynch Williams' "The Stolen Story" and Medill Patterson's "The Fourth Estate" are perhaps the best representations of newspaper life. But it criticizes "The Fourth Estate" because "a young woman was introduced into the composing-room at late hours of the night, whereas even in the best or worst regulated offices young women in silk evening dress do not roam at will and spoil their pretty garments over the inked type 'forms.'"

Evidently, Editor Birmingham believes that newspaper plays should contain nothing which suggests the unusual; that no incident not frequently met in newspaper work should be exploited on the stage. But we are afraid that such plays would be doomed to failure. While a good play, of course, should have for its setting a true picture of the environments surrounding the particular phase of life it is endeavoring to paint, an unusual happening, which is reasonably possible, can not fail to add to such play greater human interest without in the least detracting from its force as a depicter of life as it really is.

We sincerely trust that newspaper men have

not lost entirely their appreciation of the "spice of life"—the dramatic incidents that now and then help to break the monotony of the every-day grind.


Views on the Cost Congress.

The cost agitation is looked at from two angles by two contributors to our correspondence department. One writer esteems the work of the Cost Commission and Cost Congress as being the salvation of the trade; the other is impatient of results and implies pretty strongly that the present movement is a case of much fuss-and-feather. Both reason from their personal experience and observation. Making allowance for differences in

manner. In the metropolitan centers, competitors are frequently as absolute strangers as they could be if they were in different cities at opposite ends of the country. It is a part of the phenomena of modern city life, where population is densest, there man is loneliest. In such circumstances it is hard to arouse interest or maintain interest when it is aroused. Hours are precious and distances between homes and offices are long. So meetings are not well attended.


In the smaller cities, where conditions are not so abnormal, greater value can be obtained through organization. The producing capacities of the various plants are more nearly on a parity; it is not so difficult to attend meetings or to keep the

TAKING A LITTLE TIME TO TALK IT OVER



YOU will find that it will pay you to select your printer and then stick to him. You do not go shopping around from doctor to doctor or from lawyer to lawyer. You establish friendly and intimate relations with these professional gentlemen. They are able to do their best for you because your relations are established. Establish your relations with your printer on a sound basis. Take time to make a decision. Don't be a transient customer. There is no basis for service or price to transients in any manufacturing business. Make it worth the printer's while and he will make it worth your while.

Grow-Wellworth Co.
Commercial Street
Prosperity Colorado



AN ADVERTISING SUGGESTION.

temperament, these opposing views probably have their root in different conditions.

Inquiry among those connected with large Chicago printing-houses indicates that our Chicago friend has ground for complaint. There has been little, if any, diminution in price-cutting among the larger houses. In the smaller shops there seems to be a healthier tone. There is an obvious reason for this. The larger establishments have their methods and traditions, and resent any imputation that their managers are not business men. Many smaller offices are owned by younger people who are more inclined to admit their deficiencies and more anxious to learn—at least, they have sufficient enthusiasm to try a new departure.

And somewhat analogous are the differences between the large cities and the smaller ones. In the last mentioned, there is a spirit of comradeship—men at least know each other in some sort

absentees in touch with affairs. These conditions and the lack of social distractions make it possible for all sorts of organizations to develop in the small towns. This state of affairs probably explains why our Chicago friend is so pessimistic and our Atlanta friend is optimistic as a fine morning in May.

While we agree with the Chicagoan as to the desirability of closer coöperation between all elements in the trade, we are still of the opinion that the Cost Commission and its precursors are engaged in a meritorious work and have accomplished much. Their educational campaign has created a greater furore—has caused more people to think seriously of their deficiencies and their duty to the craft as a whole—than any other propaganda of recent years. We also agree that with so simple a proposition and so patent a good to be attained, impatience with the progress made

is excusable. No one can fairly say that the sowers of the seed are responsible for this. Impatient ones must look to the infertile soil to find the cause of disappointment. The tardy responsiveness to a simple and easily understood campaign is proof that the building up of a comprehensive organization such as our Chicago friend has in mind will be a stupendous task. That does not, however, relieve those who see or feel that the ultimate will be an all-craft organization of the duty of advocating that sort of association.

Meantime, anything that tends to rivet the attention of individuals to the fact that each owes a public duty to the craft should be welcomed. It is educational work of a high order. We should be thankful if it tends in the right direction, for pioneers in large movements must be content with "tendencies," even though that degree of progress provokes satire in the breast of those who would take this old world of ours and make it over in a year or so.

The Apprentice and the Employer's Duty.

The education of its people has been and is to-day the most vital concern of every good government in the world. The public-school system unquestionably is the dominant force in civilization. It is the generator of intelligence and the builder of powerful nations, whether those nations be large or small geographically. Wherever the school system is weak and contracted, there also is a weak government and a weak people. But this is such common knowledge that the readers of *THE INLAND PRINTER* will accept it only as an oft-repeated truth. There is a lesson, however, for the printer in this history of the nations. And the lesson points directly to the printers' apprenticeship and his lack of opportunity to gain a comprehensive knowledge of the art of printing. There is no side-stepping the logic that if a poor public-school system is weakening to a nation, a poor apprenticeship system is likewise weakening to a trade. No printer would think for a moment of permitting his child to be forced by a school-teacher to study only those subjects in which it made the greatest progress. The father would insist that the child be given a general education—an education which would fit it to meet and successfully solve life's problems. And the State would reinforce the father's demands, solely in the interest of the State.

Then, in all fairness to the coming generation of printers, as well as in justice to the business itself—whose members stand in the same relation to the apprentice as does the State to the schoolchild—why should apprentices to the printing trade be denied the opportunity to become all-

around, competent printers? How is it possible to graduate master printers who will be able intelligently to conduct a printing-plant if the apprentices are not taught with some semblance of method and thoroughness?

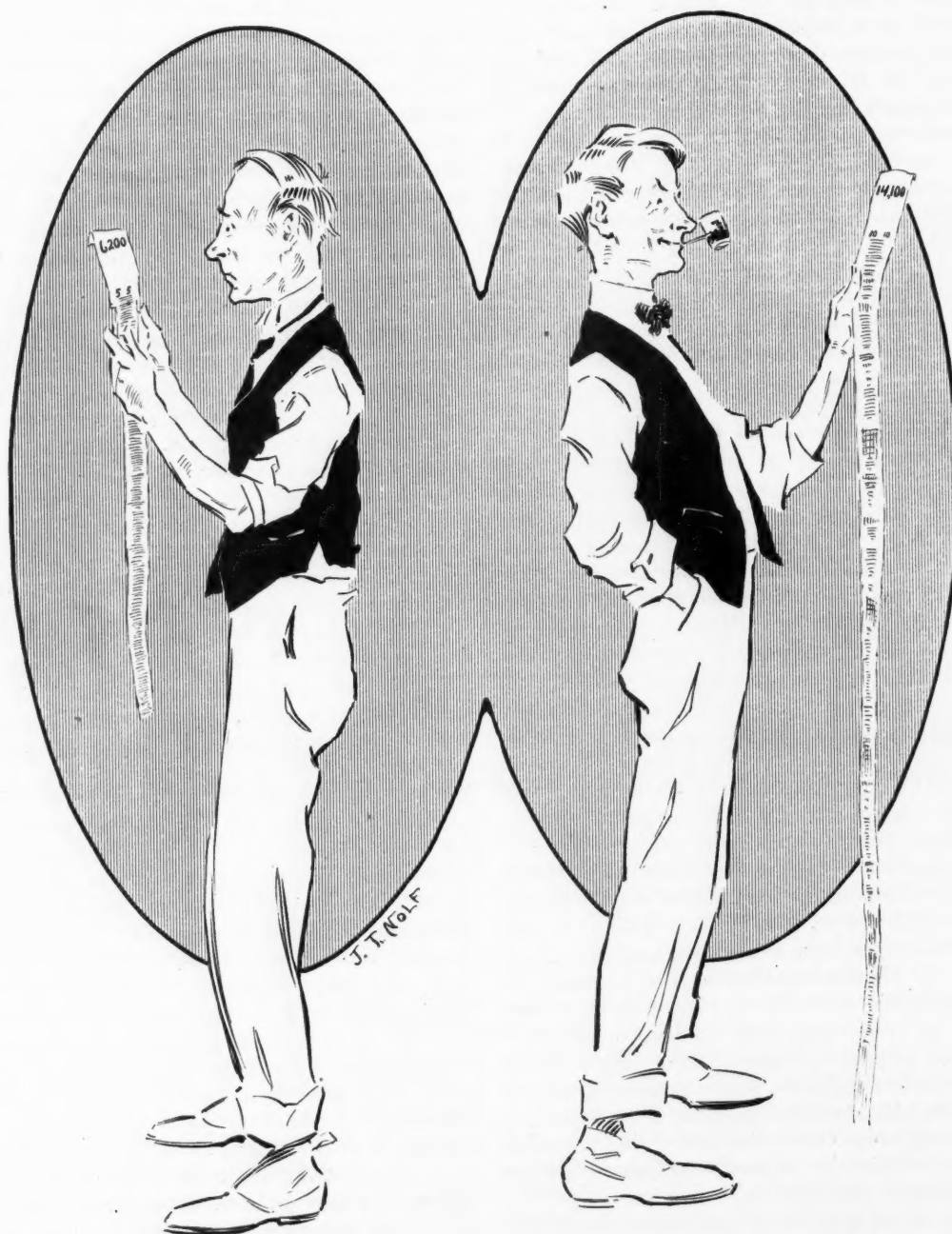
Beginning with the early ages, a continuous warfare has been necessary to clear the way for progress. Superstition and prejudice have been and probably always will be the greatest barriers to the enlightenment of the masses. But the printing trades are not, to any great degree, menaced by either superstition or prejudice. What ails the trade as a whole is shortsighted selfishness. This is the obstruction which it will be necessary to remove if new methods are to be applied either in the training of apprentices or the securing of better returns for our labor.

The apprentice question, however, is the most vital one, and unless early action be taken, the seriousness of the situation will become nothing less than alarming. Even England, a country at one time noted for its splendid apprenticeship system, has discovered that apprentices in that country no longer are taught the printing trade as they should be. In speaking before a recent meeting of the Yorkshire Center Printers' Managers' and Overseers' Association, William Garnett, late technical instructor in typography at Bradford Technical School, had this to say:

"The apprentice of to-day no longer stands on the same footing he occupied formerly, when the employer took special interest in his welfare. The 'Americanizing' of this country has taken such a hold of the industries, that neither employer nor manager has the time to devote to the training of the rising generation. Most industries are departmentalized, and the lad who shows most aptitude for a certain class of work is kept on that work without any thought being given to his future."

Mr. Garnett, in concluding, declared that responsibility of training the apprentice rested upon the members of the association, and that as practical men they had taken the matter up in an endeavor to bring about a sorely needed change.

We trust that the employing printers of America soon will take united action looking to the adoption of some plan that will insure a thorough training of boys in the printing business. It is but simple duty to the boy—a duty carrying with it a moral obligation equally as great as that assumed by parents in the education of their children. But beyond all other considerations, it is a duty to the trade which, if not conscientiously performed, may bring poverty and degradation to many thousands yet unborn through a general lowering of the standard of workmanship, with the resultant cheapening of the whole trade.



"THE LEAN AND THE PHAT."

Drawn by John T. Nolf, ex-printer.

CORRESPONDENCE



While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

THE SIZE LIMIT ON POST-CARDS—A WARNING.

To the Editor: CHICAGO, ILL., October 10, 1910.

So many instances have lately come to my notice where post-cards to be written on and returned are too large to be mailed for one cent, that I ask space to warn printers as to the Government limit, for customers are pretty sure to blame them. No card over 3 9-16 by 5 9-16 may be mailed for one cent with any kind of writing but the address.

J. B. HULING.

CRITICISM OF MODERN PRINTERS' UNIONS.

To the Editor: CHICAGO, ILL., October 10, 1910.

In "A Documentary History of the Early Organizations of Printers," which was recently published by the International Typographical Union and is a reproduction of Bulletin No. 61, compiled by Ethelbert Stewart, special agent of the United States Bureau of Labor, I find the following taken from the constitution of the Baltimore Typographical Society, which was adopted on June 2, 1832:

"Frequent intoxication, gross immorality, needless and frequent neglect of business, so that his employer is seriously injured, or the member's family thereby reduced to a state of suffering, shall, upon information and conviction by the society, be punished with suspension or deprivation of membership, as the case may be."

Apparently these old-time Baltimore printers were more concerned about the character of their society's membership than are present-day printers. It may be, of course, that social and industrial conditions to-day forbid discrimination so far as personal conduct is concerned, yet I can not see why the principles underlying the rules effective at the Union Printers' Home could not, in a broad and probably more elastic sense, be applied to membership in the printing-trades unions. At the Home, residents are required, on penalty of expulsion, to conduct themselves as gentlemen. Yet in the institution which created the Home, no attempt is even made to discipline those who have become mere bums and "panhandling" loafers.

But the part of the section quoted which I desire to call to the especial attention of your readers is that relating to "frequent neglect of business, so that his employer is seriously injured, or the member's family thereby reduced to a state of suffering." This society of pioneer printers was composed of men who had a keen sense of justice and responsibility to society at large. And it visited severe punishment on those of its members who violated its code of honor and fair dealing.

What is the condition to-day? Do you ever hear of a typographical union reprimanding its members for neglect of business? Have you ever been told that the "square man" who is so good to his bibulous friends while his wife

and little children are suffering for the bare necessities of life, had been pulled onto the carpet by his organization? On the contrary, you probably have seen attempts to reinstate in their positions those who have been discharged for neglect of duty. In one case in Chicago recently the foreman was threatened with a heavy fine if he did not reinstate a member who failed to report for work after indulging in a "social" time. It did not seem to occur to the membership that instead of hostile action against the employer, a letter of apology would have been in order, regretting that the good name of the organization and the responsibility of its membership had been compromised by the action of a fellow member.

It seems to me that it would not hurt if we incorporated in the principles of our modern organizations some of the ideas of these printers of earlier days. But in doing so, do not let us forget that they should apply equally to the conduct of organizations both of employers and employees.

YENRAD.

COPYRIGHTING CITY NAMES.

To the Editor: KANSAS CITY, KAN., October 2, 1910.

It is reported that a certain town in Pennsylvania is about to have its name copyrighted. Your correspondent (a proofreader) is wondering in what form it will be monopolized: Wilkes Barre, Wilkes-Barre, Wilkesbarre or Wilkes-barre. The name of this place has bothered the proofreaders a plenty, and they will be glad to note a standardized form.

By the way, this idea of copyrighting city names is a splendid one, and I hope it will gain a vogue. Would that it had been thought of long ago, so that any name might appear but once in the United States Postal Guide's list of postoffices. Then we would not have so many Springfields, Washingtons, Albanys, Riversides, Rockports, Troys, Chicagos, St. Josephs, Kansas Citys, etc., *ad infinitum*. In fact, there should have been a law passed in early days to prevent such duplications—even to the extent that state and city names should not be similar; this to avoid such inconveniences as New York city, New York; Oklahoma City, Oklahoma; Ohio, Illinois; Kansas City, both Missouri and Kansas; also Washington (the capital) and Washington (the State), and others. You know how silly it sounds hearing the national capital generally designated "Washington, D. C."

GAZETTEER.

[The attempt of Wilkesbarre to have its name copyrighted has failed, Registrar of Copyrights Solberg having decided, in a letter received October 13, that the city has no right to the exclusive possession of its name. The members of the city councils who desired the name copyrighted will try to see if they can not appeal to a higher authority.—EDITOR.]

THE WHIPSAW AT WORK.

To the Editor: TRINIDAD, COLO., October 8, 1910.

Reading the several interesting and valuable articles in THE INLAND PRINTER relating to the cost of printing, "Business Blunders," etc., has prompted me to relate an incident which occurred only the present week here.

A small job of two thousand handbills, 8ths—9 by 12—and two hundred window-cards (4ths, I think) was needed to advertise an event for the night of the seventh. One of the parties concerned wished to bring the work to me, but a person higher up, who has quite a quantity of printing done through the course of the year, says that if I could do it cheap I could get it, but that he got a discount or rebate

on all jobs that he brought or sent to a certain newspaper job-office. I made a price of \$5.25 for the two thousand handbills and \$1.55 per thousand over two thousand. On window-cards, 11 by 14, I made a price of \$4.25 per hundred and \$5.80 for two hundred. The man higher up went up in the air, and took the job over to the office of the newspaper, paying for the work in advance. My friend, who wished to give me the work, was with him when he paid for the work. After "figuring a little" the price charged and paid was \$1.60 — one dollar and sixty cents. I am inclined to think that this was for only one thousand of the dodgers — my price for which was \$3.50. I did not see the transaction, but it was told me by my friend in exactly this way, and, as he was interested in the event advertised, I have no reason to doubt his word. The newspaper whose job department was to do the work bears the union label, and states that all work done on it is done by union labor, yet the man in charge of the price-making sees fit to give rebates or commissions on work in order to land the job.

I do not care a snap about losing this little job, but, as an evidence of the practices that are being followed in the trade, I submit this single instance. What are we going to do about it?

A JOB PRINTER.

COMPETITON, NOT INCOMPETENCE, THE BASIC TROUBLE.

To the Editor: CHICAGO, October 7, 1910.

As a result of "clarion calls" and by dint of much meeting and cajolery, I see by the daily press that another cost congress is in session. You and others have had a great deal to say about the beneficial effect of the last meeting and the improved general conditions of affairs throughout the country as a result of discussion of cost problems.

So you will have to show me. Unlike the cost congressors, I am not in Missouri, but from there, on this question.

They say that reading maketh a full man, but writing an exact one. So while others shout loudly about actual work done and the trade having been saved, you, who put your pen to paper, are more careful and content yourself with saying the movement shows a healthful "tendency." "Tendency" isn't much — merely a slant in the right direction. But there must be some concrete evidence of actual accomplishment before editorial latitude permits of the use of the term "tendency."

In Chicago we have had this cost business thrown at us and hammered into us for the matter of three or four years, and the slaughter of prices keeps on. From my own experience, and what friends tell me, it is harder than ever to get a job in the competitive field with a profit in it. If this be the general experience, then the "tendency" is in the wrong direction.

Anyhow, what is the number of cost systems in use in Chicago; and do those who have them charge the prices their tickets show the jobs cost? Out of the six or seven hundred printing-offices in the fourth city of the world I don't believe there are more than ten or twelve properly operating and living up to a cost system. Then why all the hullabaloo! It won't do to point out that the Eat-Em-Up Printing Company put in a cost system, found it was doing all its work at a tremendous loss, cut off ninety per cent of its customers and is now making more money than ever before. The Eat-Em-Up, you know, may have changed its line of business — specializing along a new line. Nor is my question answered by a dozen or so printers rising at the congress and saying they have tried the

cost system and found it to be a good thing. If one sparrow fails to make a summer, surely the experience of a dozen or so of the thirty-five thousand printers in the country fails to justify the loud-heralded "tendency."

I will not be mean by saying or implying that this wailing about the condition of the printing business brought a few people into the limelight, and that being new to them they are as pleased with the experience as a child with its first painted toy. No! I give all these people credit with being serious — serious to the point of considering themselves modern John the Baptists or St. Pauls. Indeed, the serious manner in which they take themselves prevents their sizing up the situation properly. If they are willing to give their time and succeed in putting a dozen or so printers in more comfortable circumstances, all well and good, but they should not deceive themselves by thinking they are on the way to regenerating the trade, as they would probably designate their mission.

Like every other industry that hasn't been trustified — realized the benefits of coöperation, that is — the printing trade is circumscribed by the great forces that control the industrial universe. So long as we uphold competition, work will be done for cost or less than cost, no matter how many systems are in use. I wonder how many of these cost-shouters will repudiate the doctrine that competition is the life of trade? That always was the philosophy of barbarians, and in our civilized state of society is effete. I am convinced that the trade isn't suffering so much from bad management of individuals as it is from the evils of a system which has outworn its usefulness.

Coöperation is what the craft needs, and it should be coöperation from top to bottom. As it is at present, the rest of the world, either in the capacity of the consumer or seller, is doing its best to outwit the printing craft. It, in its splendid folly, invites these attacks. Indeed, the craftsmen quarrel among themselves. Now and then we have a great labor war which always results in one thing — weakening the resistance power of the craft by intensifying competition. Look at the railroad corporations how they have their employees rooting for them — the whole shooting-match is talking about *our* business now. The newspaper publishers have one of the closest corporations in the world; their union employees are among the most radical "reformers" in the country, yet one seldom hears the publishers' association denounced. These same radicals will tell you that it is the best employers' association in the world. The railroad magnates and our publishers have ceased fighting organized labor — they are trotting along with it and using it in building up their businesses. And these men are successful.

All the time the employing printers compete among themselves — fight each other under rules laid down by their patrons. Printers must obey these rules, with the result that, of course, the rulemaker gets the best of it, as it was intended he should, and the knowledge that one is losing money on a job only makes a bad situation worse by increasing the mental distress.

I know some one will answer this by saying that with the cost system a man would not take work at less than cost. The fact remains that human nature is greater than theory, as is shown in Chicago, where it is said some of those having cost systems are doing work cheaper than ever before. If some of the promoters of these cost congresses would get rid of their eternal grouch against their employees, and look the situation squarely in the face, they would find that coöperation is necessary, but the coöperation must be on a broad-gage plan, as befits a great industry in a big country. This may be novel — almost revolu-

tionary—but what of that? Experience has shown that the old methods and present schemes in the commercial-printing lines do not bring results worth while.

NICK-O'-THE-WEST.

"A SMALL LEAK WILL SINK A BIG SHIP."

To the Editor: ATLANTA, GA., September 30, 1910.

In the September number of THE INLAND PRINTER, page 923, is given one of the reasons why job-printers make no money from jobwork—their ignorance of cost. Fifty-seven items of expense are mentioned, to which several other items can be added, namely, rollers, license, benzine, lye, water-bill, carfare, brushes, etc. This makes the list sixty-four varieties of expense instead of fifty-seven, and, in the course of twelve months' business, a few more items may show up.

We are told that a small leak will sink a big ship; is it any wonder then, that so many job-printers make no money when they do not know how to figure the cost of their work? In making estimates for business, many estimators will put down only three items—composition, presswork and paper, and it often results that instead of getting a profit, they do not get actual cost. It happens sometimes that very little cash is paid for a printing-plant, as some of the typefounders are very obliging fellows. During my fifty years' pilgrimage, I have known a \$6,000 outfit to be bought without a cent in cash being paid and the purchaser closed out in less than twelve months.

I look for a great improvement in the business as a result of the efforts being made by the Printers' Cost Congress, which will meet in St. Louis next month, and would suggest that the congress endeavor to persuade some of the typefounders to discontinue the practice of furnishing free outfits to Tom, Dick and Harry. Is it because of the tremendous profits in typemaking that the founders can afford to do this? If that be so, why can not some of the millionaire printers establish foundries and sell plants at fair prices? Respectfully, EMPLOYING PRINTER.

P. S.—The Printers' Cost Congress can prevent a continuance of this practice, to some extent, by recommending a boycott against all offenders.

WHAT DO THEY DO WITH THEIR TIME?

To the Editor: BOSTON, MASS., October 11, 1910.

As an all-around printer still on the sunny side of forty, I am impelled to ask the above question of the printer of to-day. Here is a case in point:

In making up a page ad. recently, I had occasion to ask a man ten years my senior to set up an item going beside a cut. It was an item with a boldface side-head regarding a sale of silk gloves. It came back without a punctuation-mark, "like copy." In conversation, this man said he had been in the business twenty-five years, working in book, news and job offices. His opinion was asked regarding the respective merits of THE INLAND PRINTER and other trade journals. His reply was:

"I don't have time to waste on those magazines, do you?" And he seemed much surprised that I did. He thought the I. T. U. Correspondence Course "a waste of time and money."

Now, the average printer is not necessarily a proof-reader nor an authority on English, but the average proof-room shows not only a lack of ordinary grammar-school instruction, but, as well, a lack of knowledge of current events on the part of the typesetter.

Newspaper men will boast that they don't read a newspaper. Some jobbers won't "waste money" on trade journals, and there is a fairly general lack of knowledge regarding new features in their own business.

Sometimes I think that, like public reading-rooms, trade journals fail to reach those who need them the most. Personally, I know that my study—and careful study too—of THE INLAND PRINTER and other trade journals, has raised my own salary from \$14 a week to \$30 a week. Outside of strictly trade journals I buy *Newspaperdom*, *Printers' Ink* and *System*. Also there is a good deal of information to be derived from the study of typefounders' sheets and magazine advertising.

Four out of five apprentices won't carry a trade journal home as a gift—I've found this out by trying. One-half the journeymen think a correspondence course is an admission of incompetency, and our best trade journals are supported by as many artists, illustrators and sign-painters as printers.

I know a printer who has run a proof press for fourteen years. He can not set type either by hand or machine, and hardly knows the case. Has he a right to call himself a printer?

This same man has had every opportunity to learn all branches of the business. He could practice three hours a day on the Linotype if he wished. He was offered an apprenticeship of six weeks at \$18 a week to learn. He said of the foreman after this offer: "What a damn fool he must think I am."

There may be offices where a boy has no chance to learn the business, but in my experience I find the ambitious ones are helped by both their employers and the journeymen. The others simply put in so much time—that is all.

I classify printers to-day as follows: Ten per cent, fine workmen; fifteen per cent, excellent; twenty-five per cent, good; twenty-five per cent, fair, and twenty-five per cent unfit to be called blacksmiths without an insult to the blacksmiths.

Fellow workmen, isn't this true?

Again, what do they do with their time?

ARTHUR ELLIOTT.

GET TOGETHER.

I have heard the printer complain of the increase of loss over gain; I have heard him declare that his competitor was a snide and a windbag for fair. There are troubles in trade that we think others have made, there are traps and mischances galore, and when we are tripped the reason we slipped we lay at some other man's door. And this is the point of my tale, so true that it's moldy and stale; if you can't make things go take a rest and lie low and think out just *what* made you fail. You may yap till you're blue in the face of conditions you call a disgrace, but if you take stock you'll perceive with a shock that you helped to bring on the travail. Join hands with the man you despise and boost so the prices will rise; if you just sit and funk you will see every plunk aviate in the mist of the skies.

NEWSPAPER MEANNESS.

"I never was so provoked in my life."

"What is the matter, my love?"

"The paper this morning has an article concerning my new necklace, and gives the value of it at the figure I named to the customs inspector when we reached New York. I feel like dying of mortification."—*Chicago Record-Herald*.

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

A PROVINCIAL printing trades exposition is being organized, to be held in Manchester, next year, from March 28 to April 8.

It is reported that a nonunion chapel was the first to decline to do certain work which had been sent to London from Edinburgh because of trouble between the masters and men in the latter city.

The printing classes for the winter season of St. Bride's Institute commenced September 26. The program is the same as in previous years, except that there is an added class for journeymen, to be conducted on Thursday evenings.

THE total membership of the unions connected with the printing and allied trades in the United Kingdom at the beginning of this year was 70,999, a decrease of 2.7 per cent from the number at the beginning of 1909. This membership is distributed among thirty-eight organizations.

A UNIVERSITY press will soon be established in London, along the same lines as those of the sister universities of Oxford and Cambridge. It will do the official printing and publishing of the University of London and will be under the consulting direction of the Press Committee of the senate of the university.

THERE are in the office of the *Halifax Courier* five men whose combined terms of service in the one place add up to 204 years and ten whose total service reaches 322 years. The senior member is Mr. Hiram Pickles, who began there in March, 1857. The foreman of the composing-room, Mr. John H. Welsh, has a record of forty-two years.

ACCORDING to the *Board of Trade Labor Gazette*, an average of seventy-eight out of every thousand skilled trade-unionists were out of employment last year in England, being more than twice the average number of the preceding ten years. The proportion of those unemployed was still larger among the unskilled working people.

THE latest report of the British and Foreign Bible Society states that its issues for the last year constituted a record, 6,620,024 volumes having been sent out, 685,000 in excess of the preceding year. The Bible House of London shipped abroad 2,395 cases of the Scriptures, which weighed 293 tons. Issues for the blind, in Braille type, were completed last year in Welsh, Spanish, Italian, Gujarati and two Chinese dialects, and the reissue of the English Bible in revised Braille type has also been finished. Since its start in 1804 this society has produced over 222,000,000 copies of the Scriptures. Whether it be so generally read or not, the Bible certainly furnishes a goodly quantity of work for the printer, papermaker and binder.

AN account is given in the *English Illustrated Magazine* of the printing-office of Scotland Yard and the great quantity of work it produces. Four times a day a bulletin is issued to all the police stations. At nine in the morning the first is sent out, which gives an inventory of all property reported lost. At noon one is issued with a list of all persons missing; this often takes up several pages. At half-past six the issue contains both subjects; likewise at half-past ten. A habitual-criminal register is distributed, and every few days an account of persons released on tickets-of-leave. A list of missing articles is sent to every pawnbroker, as many as four thousand of this document

being needed. This is but a small part of the output of the Scotland Yard press.

AFTER extended controversy in Edinburgh between masters and men and an ultimatum in the shape of a strike notice on the part of the latter, over the employment of women (or girls) on monotype keyboards, an agreement was finally reached about the middle of September, the purport of which is that "No new female learners should be taken on up to June 30, 1916, and that all new keyboards during the same period should be operated by male union labor." The seriousness of the matter from the men's point of view may be judged from the fact that over one-half of the straight-matter composition in Edinburgh was being done by girls, whose wages, of course, were very low.

GERMANY.

A GRAND printing-trades exposition is now being planned for 1914, to take place in Leipsic, in the buildings which are to be erected for an international architectural exposition in 1913.

A PRINTING-TRADE school has just been established at Würzburg, Bavaria, under the auspices of a committee composed of members of the master printers' society and the compositors' and pressmen's unions.

It has been judicially determined that postmasters or assistants who give out information as to the circulation of any newspaper through their offices are guilty of violating the laws of Germany relating to the secrecy of postal communications.

THE *Börsenblatt für Deutschlands Buchhändler* publishes a series of statistical tables concerning eighty-seven printing and publishing corporations in Germany, which show net earnings of but 4.15 per cent. The worst showing is made by the companies doing printing exclusively.

ACCORDING to official statistics, Germany's export trade in view and souvenir post-cards was \$1,000,000 less in 1909 than in 1908. The decline was not only in the exports to the United States, but was also evident in those to England, Austria, Russia, Switzerland and other countries.

DIE Continentale Papiersack-Fabrik Aktien-Gesellschaft, a corporation for the manufacture of paper bags, was recently organized in Berlin, with a capital of half a million marks (\$125,000). Among the incorporators is Mr. Hermann Elsas, president of the Continental Paper Bag Company, of New York city.

A NEW find of lithographic stone has been uncovered in the so-called Kittenfeld, in Breitenfurt parish, Mittelfranken, Bavaria. The stone ranges from eight to ten centimeters in thickness, is of a fine grain, great hardness and of a bluish tint, and is asserted by experts to compare favorably with the stones of the Solnhofen and Mörnsheim quarries.

AN exposition of the bookbinding art of the last one hundred and fifty years was recently inaugurated in the Royal Museum of Domestic Industries at Stuttgart. The examples of binding are loaned by the royal libraries of Württemberg and various private collections, and offer to the student an interesting review of the styles and the progress of bookbinding in the past century and a half.

THE *Reichskursbuch*, the official railway guide-book of Germany, which is issued under the direction of the Post-office Department, reached its sixtieth anniversary this year. Beginning with 128 pages in 1850, it now appears with 1,210 pages, in an edition of 125,000 copies. As an example of condensation and compactness and yet comprehensiveness in giving information regarding trains, boat

lines, stage routes, time-tables, connections, rates, etc., also the principal foreign transport methods, it surpasses all similar works of other countries, not excluding the great American railway guide-book.

AMERICAN typefounders ought to feel happy, the point system being so well established, in view of the troubles of the German founders still have with bodies and heights-to-paper. Answering an inquirer, one of the leading typefoundries of southern Germany says that as yet only sixty-nine per cent of its orders are for type cast on normal bodies and to uniform height, the remaining thirty-one per cent being distributed among numerous variations from the recognized standards.

THE city of Strasburg has placed a monumental stone on the site of the former St. Arbogart monastery (where Gutenberg lived before he went to Mayence), on which is inscribed: "Here on this 'Green Hill' was invented the art of typography, and from here was spread the light throughout the world." This act followed the recent finding of what is believed to be the first now known job of printing done by Gutenberg, whose date would indicate that it was produced while the master still lived in Strasburg.

THE German Postoffice Department has just begun to issue booklets of postage-stamps, containing twelve 10-pfennig and sixteen 5-pfennig stamps, to be sold at 2 marks. Nearly all postoffice administrations which have issued such booklets have added a charge to meet the extra cost of producing them, but the German department expects to reimburse itself for this by selling the space on the covers for advertising purposes. The first edition will be one million of these booklets. According as the demand may be other varieties will follow.

HOLLAND.

TO ASSIST in the effort to establish more uniform and profitable prices for printing, the Netherlands Association of Printing Houses is publishing a new trade paper, *Het Tarief*, in which vigorous propaganda will be made for the cause. It is issued from the press of Corn, Immig & Zoon, of Rotterdam.

A MONUMENTAL example of reproductive work has just been completed and is issued by A. W. Sijthof, of Leyden. It is a facsimile of the *Breviarium Grimani*, a volume dating from about the close of 1500, now in the library of St. Mark's cathedral at Venice, where it had been kept from view some four hundred years, to which is due its present excellent state of preservation. Its 1568 pages are reproduced in twelve parts, costing 200 marks each (or \$600 for the complete work). The original is on a very select quality of white parchment, and each page is most artistically executed, the whole abounding with miniatures in many colors. The text pages have usually four head and side bands, sometimes only one side band, which are filled with designs of flowers, butterflies, insects, birds, objects of the goldsmith's art, precious stones, etc., all in a wealth of color. The full-page illustrations begin with a calendar of the months, with gilded initials, surrounded by Gothic border-designs. Each calendar page is preceded by a full-page painting depicting events pertaining to the month. Sixty large miniatures deal with the lives of the saints, and eighteen smaller ones with the veneration of the saints. The text of the work is in two sizes of a handsome, correctly delineated Gothic ("text") letter. The labor on this grand volume, as investigations have proven, was divided between four men, who combined high artistic training with a rich fantasy and did their work in a most

painstaking manner. This brevarium was owned by Cardinal Domenico Grimani, an enthusiastic art collector, after whom it was named. It is now the costliest object in the Bibliotheca Marciani, where it lies in a special case, under glass, with two pages exposed to view. So carefully is it guarded that the reproduction entailed much extra work, as all of the photographing had to be done on the spot, in a specially improvised atelier in the Palace of the Doges at Venice. Three negatives were made of each colored page. The printing-plates were made in Berlin and the impressions therefrom were then compared with the original in Venice. The printing is in four colors and was done by Albert Frisch in Berlin. The edition is limited to a few hundred copies, and the work will therefore be a rare as well as a noble representative of high attainment in Dutch and German reproductive skill.

AUSTRIA.

THE long established St. Nobetus book and art printing office has been bought by a new corporation, 1,500,000 crowns (\$308,000) being paid for the business.

It may not be generally known that no typographic or lithographic business may be started in this country without first obtaining a concession or license from the local authorities and magistrates. This license is ordinarily granted only to competent craftsmen and after the local needs have been proven sufficient to warrant increased supply. Furthermore, the concession is bound to the locality, that is, it is not transferable to another point.

THE Royal Graphic Arts Academy of Vienna is giving instruction in five special courses this season, which began September 25. These are as follows: 1. Typesetting, combined with practical work, every Sunday morning from 8 to 11:30. 2. Printing in colors by means of the various modern reproductive processes, every Thursday evening from 7:30 to 9:30. 3. Presswork on various machines, every Friday evening from 7 to 8:30. 4. Photographic apparatus and materials, every Sunday morning from 9 to 11. 5. The use of the zinc plate as a substitute for the stone in flat and relief printing, every Wednesday evening from 6 to 8. It may be noted that, Austria being a Catholic country, attendants upon the Sunday classes need not neglect their religious duties, as they may attend the early masses.

SWEDEN.

A NEW wage-tariff, agreed upon between the employers and employees in the printing trade of Sweden, has just been printed. The wages remain about the same as heretofore, the feeders being the only ones to receive a substantial increase. Among the new stipulations are the following: Monotype keyboard operators are no longer classed as machine compositors, but are to receive the same wage as newspaper hand compositors. Monotype casters, however, as before, receive the same wage as machine compositors. Operators unskilled in printing may be engaged at the monotype keyboard at a weekly rate of 20 crowns (\$5.36) for the first class; this to be decreased 75 öre (20 cents) for each lower class, until 16 crowns 25 öre (\$4.34) is reached for the sixth class. Pressmen who operate two presses are to receive minimum price and a half. If the pressman, at the request of the employer, has to do the feeding he is to receive 30 öre (8 cents) per hour extra; those who have the care of an automatic feeder or a folding apparatus receive pay as per special agreement. A journeyman machine compositor is to deliver hourly 6,500 letters on the Linotype, 5,000 on the Monoline, 4,500 on the Monotype and 4,200 on the Typograph. As a test

is taken two hours' work on plain reprint, on a measure not less than forty letters wide. If a workman is drafted for military service his place must be open to him when the army service is finished, provided the labor bureau has been able to find a substitute for him at his work. As apprentices only such as can show good school and health certificates are to be accepted. Apprentices at typesetting must have completed their sixteenth year. On entering upon employment the workman must deliver to the employer a passbook of some bank in which he is credited with at least two weeks' wages; should the employee not possess this amount the employer may deduct ten per cent weekly from his wages and deposit this upon his passbook until the required sum is reached. Furthermore, the employer and employee are obliged to sign a mutual contract to observe the working conditions agreed upon between the Swedish master printers' society and the employees' unions. To settle disagreements a committee of five members acts as judges, whose decisions may be appealed from to a superior committee of seven members. The first is composed of two employers and two employees, who themselves choose the fifth member. The second is composed of two employers, two employees and three persons chosen by the general director of the royal college of commerce. Disagreements of a vital nature and general importance may be carried at once to the higher committee for arbitration. An employment bureau is provided for, under the joint direction of employers and employees.

FRANCE.

AUGUST 23 of this year was the four hundredth anniversary of the death of Ulric Gering, one of the first three printers of Paris. The French Printers' Syndicate honored the event by decorating his monument with a palm.

A COMMITTEE of the Society of French Lithographic Artists is engaged in arranging for an exhibition of artistic printing produced by wood, copper and steel engraving, etching and lithography. It is intended to hold it in March of next year.

ENCOURAGED by the success of the printing machinery exposition this summer in London, the Syndical Chamber of Printing Machine Makers intends to hold a similar affair in Paris next year. Foreign manufacturers of machinery will also be invited to show their products.

IN seventeen towns of France the municipalities make grants to the unemployed funds of the trade unions. The State, under a recent law, refunds to the national trade unions from twenty-four to thirty per cent of the sum disbursed as unemployed benefits. To local unions the proportion is from sixteen to twenty per cent. This is in addition to the municipal grants. The amount so far set aside by the government to cover this subsidy has been about \$22,000 per year, but as yet only about one-half of this has been used, because few of the French trade unions pay out-of-work benefits. The number doing so is, however, increasing each year.

ABYSSINIA.

AS AN illustration of the snares that occasionally come in the way of the retailer of information and cause inexactness in making statements, your correspondent will cite an error in these columns, in the issue of last August, on page 719, under the above caption, where Abyssinia is spoken of as a neighbor of Liberia. The fact is that one country is at the extreme east, the other at the extreme west of Africa. The erroneous statement as to neighborliness was due in the first place to the source of the item (where it also occurred) and in the second to the mental haziness of

nearly everybody as to African geography. In fact, one might almost dare say that only one reader noted the error, this one being a Parisian correspondent, who pleasantly called attention to it. By the way, an English exchange lifted the item in question and published it without noticing the mistake. Perhaps its editor, like your correspondent, did not think of applying a geographical test.

RUMANIA.

THE printers in Bucharest struck for higher wages this summer. As a result the following rates now obtain: The typographic workers are divided into five categories. For the first year the minimum wage is 22 francs (\$4.25) per week; the second, 24 francs; the third, 26 francs; the fourth, 28 francs and the fifth, 32 francs (\$6.18). The working time is nine hours daily, except Saturdays, when it is eight and a half hours. As to holidays (which are so numerous in many foreign countries) only those sanctioned by the new laws on Sunday and holiday observance will be respected.

RUSSIA.

ACCORDING to recent statistics, 2,173 periodicals are published in Russia, of which 643 are printed in Russian, 218 in Polish and 69 in German.

THE printing employees' union of Moscow, after an existence of nineteen months, has been suppressed by order of a commission of the city which oversees the affairs of organized societies. At Warsaw the union of the printing employees was also suppressed by the police authorities, on July 27.

CHINA.

THE government has made an appropriation of 300,000 taels (\$420,000) for the purpose of establishing an official journal. It is to appear in October.

ON August 3 the *North China Herald*, published weekly at Shanghai, celebrated the sixtieth year of its establishment. It is issued by the publishers of the *North China Daily News*, which was started fourteen years later (1864).

SWITZERLAND.

THE Society of Master Printers of Switzerland, at a convention held in Zurich, June 11 and 12, followed the example of their German colleagues, in fixing upon a uniform thickness for photoengraving plates, which for zinc, copper and other metals shall be two millimeters—this exclusive of the mount. The reform is to go into effect January 1 next.

VENEZUELA.

ACCORDING to a decree issued by the ministry of finance, printing-paper may be admitted into the country free of duty, provided it is for the use of newspapers. Publishers using imported paper are required to furnish the government monthly reports of the quantity used. The purpose of the decree is apparently to encourage the publishing of newspapers in Venezuela.

PALESTINE.

A NEW journal, printed in English and French, has just been started in Jerusalem. It is the sole example of the sort in Palestine.

HIS CHIEF ANXIETY.

There was once a swell tourist, whose valet
Was once cut in two by an engine.

"Now, I wonder," said he,

"Which half of the fellow

"Had the keys to me luggage in his pocket?"

— Puck.

Written for THE INLAND PRINTER.

HARMONY OF COLORS.

NO. VI.—BY J. F. EABHART.

COMBINATIONS WITH ORANGE.



RANGE will combine well with any of the colors lying between Nos. 8 and 15, on the opposite side of the practical diagram, in their normal state, or when reduced with white, or darkened with gray or black. Where a positive contrast is desired, orange and dark blue will make a strong combination. The brilliancy of the orange may be emphasized by the addition of a little black to the blue. In combining orange with any other color, it should be the lighter of the two. In three-color combinations the orange should always be either the middle tone or the lightest tone of the three.

When orange is used alone on white or light tinted stock, then it should be as deep in tone as possible. Its depth may be increased by the addition of a little lake red. When it is used on dark tinted stock, then, of course, it should be opaque, so that it will obliterate the color upon which it is printed.

Deep orange may be printed with good effect upon pale green, blue and violet tinted stock. If two colors are desired, then a darker color should be selected, closely related to either the orange or the color of the stock. If the stock is a green tint, then an orange and orange-black or green-black will make an effective combination. If the stock is blue-tinted, then an orange and orange-black or blue-black will look well. If the stock is a violet tint, then an orange and orange-black or violet-black will combine well. Where positive contrasts are not desired, then deep orange will look well upon any tint lying between orange and green in the diagram.

A combination of orange and orange-black upon a pale-yellow tinted stock will make a pleasing harmony of relative colors.

Orange will also look well printed upon a dark-gray, green-gray, blue-gray, or violet-gray stock. We will again remind the printer that to get a good result the orange should be very opaque, so that it may completely obliterate the gray color when printed. Orange should not be printed upon any tint lying between orange and purple, as shown in the practical diagram.

There are many shades of neutral tinted papers upon which orange and orange-black will produce an excellent effect. The Havana brown, Lincoln green and Oxford gray of the Herculean antique covers, are specially good for this combination.

Orange and orange-black will also produce a very pleasing effect when printed upon a pale-olive tinted stock.

We here give a list of good combinations with orange which have been carefully selected. Slight variations in either hue or tone may be made to suit the character of the design, whether it be light or heavy, type-matter or engraving.

COMBINATIONS WITH ORANGE.

Orange, dark olive, and gray.
 Orange, dark olive, and yellow-gray.
 Orange, dark olive, and green-gray.
 Orange, dark olive, and pale green-yellow.
 Orange, dark olive, and pale yellow-green.
 Orange, dark olive, and pale yellow-brown.
 Orange, dark olive, and pale yellow-olive.
 Orange, dark olive, and pale sea-green.

Orange, dark olive, and deep yellow-brown.

Orange, dark olive, and purple-black.

Orange, dark blue, and gray.

Orange, dark blue, and yellow-gray.

Orange, dark blue, and blue-gray.

Orange, dark blue, and yellow green-gray.

Orange, dark blue, and pale green-yellow.

Orange, dark blue, and pale yellow-brown.

Orange, dark blue, and pale yellow-olive.

Orange, dark blue, and deep yellow-brown.

Orange, dark blue, and deep yellow-olive.

Orange, blue-violet, and yellow-gray.

Orange, blue-violet, and yellow-green-gray.

Orange, blue-violet, and pale green-yellow.

Orange, blue-violet, and pale yellow-brown.

Orange, blue-violet, and pale yellow-olive.

Orange, blue-violet, and deep yellow-brown.

Orange, blue-violet, and orange-black.

Orange, orange-black, and yellow-gray.

Orange, orange-black, and green-gray.

Orange, orange-black, and blue-gray.

Orange, orange-black, and pale green-yellow.

Orange, orange-black, and pale yellow-brown.

Orange, orange-black, and pale yellow-olive.

Orange, orange-black, and pale sea-green.

Orange, orange-black, and blue-violet.

Orange, orange-black, and deep yellow-brown.

Orange, orange-black, and deep yellow-olive.

Orange, blue-black, and yellow-gray.

Orange, blue-black, and blue-gray.

Orange, blue-black, and pale green-yellow.

Orange, blue-black, and pale yellow-brown.

Orange, blue-black, and pale yellow-olive.

Orange, blue-black, and pale blue.

Orange, blue-black, and deep yellow-brown.

Orange, blue-black, and deep yellow-olive.

COMBINATIONS WITH YELLOW.

Yellow will combine well with any of the colors lying between Nos. 10 and 20 on the opposite side of the diagram, in their normal state, or when reduced with white, or modified with gray or black. In fact yellow is the one spectrum color which can be safely used in nearly every combination of colors. In the colors of the solar spectrum, it approaches more nearly to the sun color than any other, and has the effect of lighting up any picture or design in which it may be used.

Yellow and violet, being complementary, will produce the strongest contrast of color, and also of tone, when combined.

In combining yellow with a darker color, to be printed upon tinted stock, the darker color should bear a close relation to either the yellow or the color of the stock. If the stock is a green or yellowish-green tint, then a dark yellow-gray will form a good combination with the yellow. Also a yellow and dark green-gray will look well upon this tint.

A combination of yellow and a dark red-gray will produce an especially good effect upon these tints of stock. A dark purple-gray combined with yellow will also be very effective.

Yellow, and yellow-black or green-black, while producing a strong contrast, will look well if the colors are properly balanced.

If the stock is blue-tinted, then a yellow and deep orange-gray will produce a pleasing effect. Also yellow and deep blue-gray, and yellow and deep red-gray will look well upon this tint.

If a strong contrast is desired, then yellow and orange-

black, or yellow and red-black, or yellow and blue-black will all appear well upon the blue tint. Also, yellow and dark red, or yellow and dark blue, or yellow and dark yellow-brown will combine well upon the same tint.

If a violet or purple tinted stock is selected, then the yellow and dark yellow-gray, or yellow and dark olive-gray, or yellow and dark purple-gray will combine well. For a stronger contrast, a yellow and yellow-black, or yellow and orange-black, or yellow and purple-black will be very effective.

Like the orange, an opaque yellow will appear to good advantage when printed upon yellow-gray, green-gray, or blue-gray stock. Yellow will also look exceedingly well upon the violet-gray and purple-gray stock.

We will follow with a list of good combinations with yellow which have been carefully selected for the practical printer. As with the list of combinations with orange, slight variation in either hue or tone may be made to suit the character of the job for which the combination may be selected.

COMBINATIONS WITH YELLOW.

Yellow, red, and gray.
 Yellow, red, and red-gray.
 Yellow, red, and yellow-gray.
 Yellow, red, and green-gray.
 Yellow, red, and blue-gray.
 Yellow, red, and olive-green.
 Yellow, red, and yellow-olive.
 Yellow, red, and dark green-gray.
 Yellow, red, and dark orange-gray.
 Yellow, red, and dark red-gray.
 Yellow, red, and dark blue-gray.
 Yellow, red, and green-black.
 Yellow, red, and red-black.
 Yellow, red, and orange-black.
 Yellow, red, and blue-black.
 Yellow, red, and dark olive.
 Yellow, sea-green, and yellow-gray.
 Yellow, sea-green, and green-gray.
 Yellow, sea-green, and red-gray.
 Yellow, sea-green, and purple-gray.
 Yellow, sea-green, and orange-black.
 Yellow, sea-green, and red-black.
 Yellow, sea-green, and purple-black.
 Yellow, sea-green, and green-black.
 Yellow, sea-green, and dark yellow-brown.
 Yellow, sea-green, and dark red-brown.
 Yellow, sea-green, and dark yellow-olive.
 Yellow, blue, and gray.
 Yellow, blue, and yellow-gray.
 Yellow, blue, and blue-gray.
 Yellow, blue, and pale yellow-green.
 Yellow, blue, and yellow-brown.
 Yellow, blue, and yellow-olive.
 Yellow, blue, and red-black.
 Yellow, blue, and orange-black.
 Yellow, blue, and dark yellow-olive.
 Yellow, violet, and yellow-gray.
 Yellow, violet, and yellow green-gray.
 Yellow, violet, and pale violet.
 Yellow, violet, and yellow-olive.
 Yellow, violet, and pale yellow-brown.
 Yellow, violet, and orange-black.
 Yellow, violet, and violet-black.
 Yellow, violet, and dark olive.
 Yellow, purple, and yellow-gray.
 Yellow, purple, and yellow green-gray.

Yellow, purple, and yellow-olive.
 Yellow, purple, and pale green.
 Yellow, purple, and pale yellow-brown.
 Yellow, purple, and pale yellow-green.
 Yellow, purple, and purple-black.
 Yellow, purple, and orange-black.
 Yellow, purple, and dark olive.
 Yellow, crimson, and yellow-gray.
 Yellow, crimson, and yellow-green-gray.
 Yellow, crimson, and yellow-olive.
 Yellow, crimson, and pale green.
 Yellow, crimson, and pale yellow-brown.
 Yellow, crimson, and pale yellow-green.
 Yellow, crimson, and red-black.
 Yellow, crimson, and orange-black.
 Yellow, crimson, and dark olive.

Again we will call attention to the very important fact that any rules for obtaining harmony of colors by the use of printing-inks or paints, must of necessity be flexible. They can not be arbitrarily fixed by numbers and diagrams. Harmony does not depend alone upon the selection of colors for a design, but also upon the area assigned to each color, and the location of same in its relation to the others. Harmony in any piece of colorwork depends upon contrast of color, of tone, of form and of mass or area.

The mistake of some men who assume to possess scientific knowledge, is that they try to fix a definite boundary for everything — everything must be done according to a carefully calculated formula or it will not be right, etc. The man who tries to apply inflexible rules to matters of taste, or in other words tries to weigh out harmony with a fine scale, is the kind of man who will "strain at a gnat and swallow a camel." Any man who expects to advance in these days, must not be too easily satisfied that professor this or doctor that has said the last word upon any subject.

(To be continued.)

FELLOWSHIP IN THE CRAFT.

Probably in no other calling is there more need for sympathetic coöperation than in the printing business. The cares and worries which must necessarily be borne by the workers in each department are many, but they can be lightened by the brotherly coöperation of the whole force in each department; by a whole-souled sympathy one with another, they will reach the point of practical assistance in the every-day struggle to overcome apparently insurmountable difficulties.

Industrial selfishness should make way for the better spirit of trade patriotism. I would advocate better fellowship between the various departments which go to make up the printing craft, and also more free intercourse between employers and workers, so that all may understand more clearly that each one is more or less a partner in the business from which they derive their support, all thus realizing their duty to employers. The masters should reciprocate by seeing that the conditions under which the labor is carried on are the best possible.—*From address of John Honeyman to the Printers' Managers and Overseers' Association of Liverpool.*

LOST TIME.

Lost wealth may be replaced by industry, lost knowledge by study, lost health by temperance or medicine; but lost time is gone forever.—*Smiles.*

Written for THE INLAND PRINTER.

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. VIII.—BY E. C. ANDREWS, S.R.

THE PROCESS OF COLOR PERCEPTION.



MOST of us believe absolutely in what we see; so absolutely that when we print red on two stocks and in the one case it looks bright and pleasing, and in the other dull and of a different hue, we are sure the inkman must have made a mistake or wilfully substituted an inferior article. Yet nowhere is what we see so influenced by surroundings as in the use of color. It was discovered a long time ago that our senses deceive us, and although the eye is the most highly developed of all our sense organs, it has certain weaknesses which must be understood if we are to account for the various effects of colors on one another.

As an illustration of one of the defects of perception, it is only necessary to test the eye with one of the so-called geometrical optical illusions shown in Figs. 18 to 21. It is evident that if the eye is incapable of perceiving length and direction accurately, a little investigation of the process of color perception would be profitable.

In light and the spectrum we have been studying physical facts. These light vibrations are translated by the eye into certain physiological processes which in turn, by

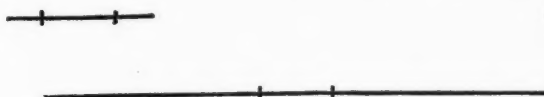


Fig. 18.

The portion marked off on the short line seems longer than the equal distance marked off on the long line.

psychological processes, become our facts of sensory experience. This means that simple light vibrations of medium amplitude produce color sensations running from red, the lowest in vibration rate per second, to violet, the highest. Compound vibrations produce either whites, grays, less saturated colors, or in the case of mixing red and blue vibrations the purples.

Between the physical series and the sensation we experience lies the physiological process of the eye and of the central nervous system. Before taking up the physiological process, a glance at the structure of the eye is necessary. In the lowest form of animal life, even before there is an organ of vision, the animal is affected by light. In certain parts of the jellyfish there are pigmented cells which absorb light, and in the higher forms there are "eyes" which are susceptible to changes of illumination only. Even the human eye, Fig. 22, is not capable of perceiving color at all points of the retina. If you look straight ahead and hold an object in your hand with the arm extended horizontally at the side, you can detect movement, although you can not describe the color of the object. The eyes of some of the animals are very sensitive to movement at the extreme edge of the retina, and this for them is of utmost importance, as movement or change in illumination invariably means danger. The human eye is supplied with six muscles which make it capable of rotation in any direction, but the movement from right to left involves a simpler muscular action than the movement up and down. This is one reason why we are likely to overestimate vertical distances such as the height of a door.

Beneath Fig. 22 the principal parts of the eye are indicated, but the retinal surface (R) is what interests the student of color. The surface immediately back of the image (Im) to the choroid coat (A) is shown greatly magnified in Fig. 23. This cross-section of the retina, however, is turned so that the bottom of Fig. 23 is the part which the light strikes first, and travels back (up in the diagram) to the rods and cones shown at the top.

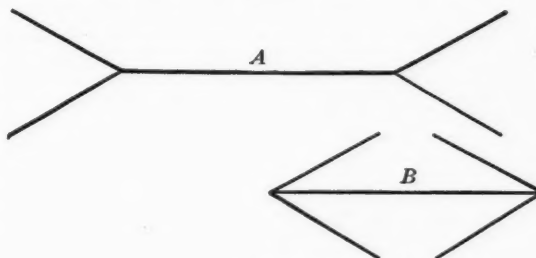


Fig. 19.

The length of the horizontal line A is equal to B, but it seems longer.

The rods are supposed to be cones in the process of development and are grouped at the outer edge of the retina. Since we perceive objects best when our eyes are focused directly upon them, and as the cones alone appear in the center of the retina, the cones are not only the center of clear vision but also the center of color vision. The area at the extreme periphery of the retina is totally color-blind and the area between the periphery and the center of clear vision is partially color-blind in that it is sensitive to a limited number of colors only.

According to the Young-Helmholtz theory of color perception, each minute portion of the color-sensitive-surface of the retina has three nerve elements; one set of these nerves is affected strongly by the long waves of red, the second by green waves, and the third by the short blue waves. In the perception of red, however, the other two nerves are affected to some extent. The same is true of the nerves especially designed for the reception of green and blue

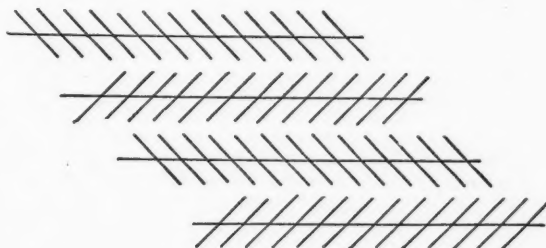


Fig. 20.

The long lines are parallel with each other.

waves; they act on all three nerve centers, but more strongly on the set adapted to the reception of the given color. If all three sets are nearly equally stimulated at the same time, the sensation of white is produced.

In 1878 a theory was published in Vienna by Hering, advocating six fundamental sensations instead of three:

Black and white.

Red and green.

Blue and yellow.

According to this theory the retina contains three visual substances, and each pair of sensations above represents an assimilation or disintegrative process in one of the sub-

stances. Red light acts on the substance capable of receiving red and green in exactly the opposite manner from green, and when both red and green fall on the retina, in proper proportions, the distinctive color disappears and a white or gray sensation results.

It remained for Mrs. Franklin, of Baltimore, to formulate a theory of "light sensation," which, in view of our

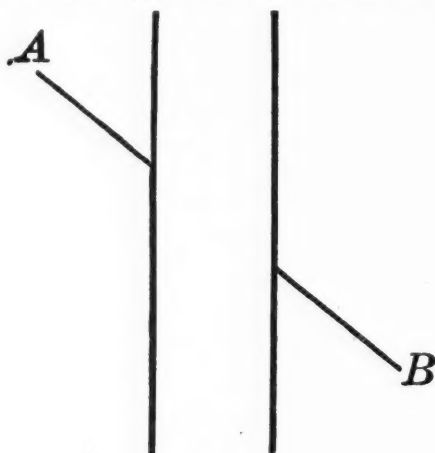


FIG. 21.

A and B are part of the same straight line.

increasing knowledge of the relation of chemical change to the physiological processes of the body, seems likely to explain the results of many experiments made by scientists. In fact, Prof. C. H. Judd, in his work on "Psychology," which, as it was published in 1907, represents the most advanced thought on this subject, does not even review the older theories, but presents Mrs. Franklin's theory as the simplest and most suggestive of all. He says:

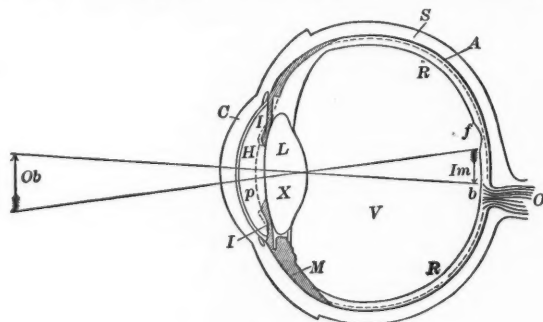


FIG. 22.

O, optic nerve; S, sclerotic; C, cornea; A, choroid coat; I, iris; R, retina; V, vitreous humor; H, aqueous humor; L, crystalline lens; X, optic center of lens; b, blind spot; f, fovea centralis; p, pupil; M, ciliary muscles; Ob, object; Im, image on the retina.

"The primitive retina of the lower animals, and the periphery of the human retina, have only one chemical process with which to respond to all light stimuli. This single chemical process, when set up through the action of light, arouses in the central nervous system a process which is the condition of a gray sensation. This is the original undifferentiated type of retinal activity. As the evolution of the retina goes forward, this original chemical process, which may be called the gray process, is so subdivided that colors produce certain partial phases of the original chemical activity. The partial chemical activities produce each a specialized form of nervous process and a

specialized form of sensory experience. The breaking up of the gray process into special color processes begins with a development, first, of the partial processes which correspond on the one hand to blue, and on the other hand to orange or yellow sensations. This first differentiation corresponds to the wide difference between the extreme ends of the spectral series. The original gray process does not disappear with the rise of the blue and yellow processes, but remains as the neutral and more general form of response. At this stage the yellow and blue processes are each called out by a great variety of stimulations. Thus, the yellow process is aroused by red light, orange light and green light, as well as by yellow light. As the development goes on, the yellow chemical process is subdivided into more highly specialized processes, corresponding to red

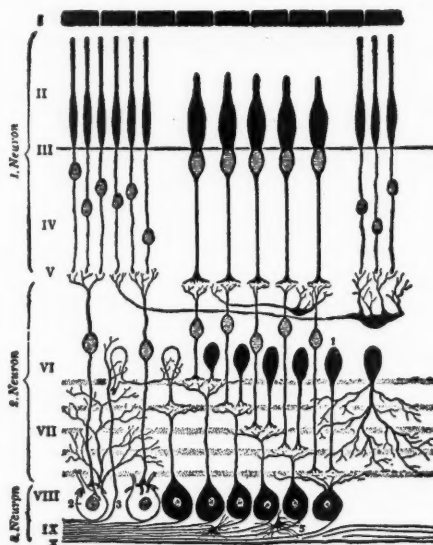


FIG. 23.

A diagrammatic section of the retina, after Greeff. I is the pigment epithelium, II is the layer of rods and cones. The rods are the small slender organs. In the retina the rods and cones are, throughout the larger part of the organ, mixed together; in the fovea only cones appear. III, IV, V, VI, VII show various intermediate structures between the rods and cones and the nerve cells which are situated at VIII. From the nerve cells at VIII the optic fibers pass out, as indicated at IX, toward the blind spot, where they leave the eyeball. X represents the limiting membrane of the retina. A ray of light entering the eye passes through the retina in the direction from X to II. The light does not produce any effect upon the cells or fibers until it reaches the layer of rods and cones.

and green. The result of this successive differentiation of process is that the highly organized retina may, when stimulated by the appropriate form of light vibration, respond with specialized chemical processes to red, green, yellow or blue. If yellow and blue, which were the first forms of light to arouse differentiated processes, act at the same time on the retina, the partial processes which are differentiated out of the gray can not both be in action at once without being swallowed up in the original fundamental process of gray. If red and green act together upon the retina, the yellow process appears as the more fundamental form of chemical process. The facts of color-blindness can be explained by stating that the differentiation of chemical processes is not complete in the color-blind eye. Negative and complementary after-images are due to the physiological instability of the partial chemical substances left in the retina after a process in which a colored light has partially disintegrated the retinal substance."

(To be continued.)

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Oil for Cylinder Packing.

(752.) "Please answer the following query in THE INLAND PRINTER: What is considered the best oil for cylinder packing? I have used two-thirds machine oil to one-third coal oil, but it does not give the desired results." *Answer.*—Pressmen are much divided on that subject; most of them use common machine oil. A mixture of machine oil and paraffin is a suitable medium. The paraffin is melted and added to the oil. The Indiana Chemical Company makes a tympan offset oil.

Ink Adhering to Hot Embossing Die.

(757.) "I am troubled with a cover-ink adhering to the heated die while embossing. Have had to cut out the heat on more than one occasion as the inks emboss all right with a cold die. What is the cause of the ink sticking to the die and the remedy therefor?" *Answer.*—It is quite possible the die was overheated; try a cooler die. If the ink is not thoroughly dry the outside film may be broken and it will cause adhering also. Would advise that sufficient drier be added to accelerate the drying and that the work remain at least twenty-four hours before embossing, longer if possible. Some will occasionally rub the heated die with beeswax or paraffin on a piece of cheesecloth. Powdered talc is also used in the same manner.

Mechanical Typewriting.

(771.) "Do you know of a device which is attached to a Gordon press for duplicating typewritten letters? We understand an inked ribbon is used and the rollers are removed." *Answer.*—There is a device that answers that description made by the Miller-Bryant-Pierce Company, Aurora, Illinois. The attachment is locked in a chase and the rollers are removed, as no ink but that in the ribbon is used. The ribbon covers the form and is operated by a ratchet device that moves it slightly after each impression, unwinding the ribbon from one spool and taking it up on another. When one spool receives all of the ribbon, the spools are reversed and the ribbon is used again. The ribbon may be reinked a number of times. This is the only device we know that operates in the manner you describe.

Need a New Roller.

(774.) Submits a half-tone impression on coated stock. The printing is dull and lifeless in color, and mottled in the solids. The query is from an engraver and is as follows: "Our proofing roller gives trouble every time the weather is damp. It seems impossible to obtain a good clean black impression in making proofs. The ink does not seem to adhere to the roller and we have tried several remedies without avail. Will you kindly suggest something to give relief?" *Answer.*—You should at once order a new roller. In the meantime the application of powdered alum will remove some of the moisture that is causing your trouble. Dust the surface of the roller liberally with this powder

and wipe it off; repeat the operation until the roller feels less sticky. The old method to obtain relief from such evil was to rotate the roller on a dry dusty floor and wipe off the dust, repeating the operation as often as the trouble appeared. The effect was the same as where powdered alum is used, the moisture was taken up and this condition gave the surface a greater affinity for the ink.

Make-ready on a Two-color Press.

(776.) "Would like your opinion of the make-ready necessary on a two-color Harris automatic press, both plate cylinders take impression on the same impression cylinder." *Answer.*—On a press of this kind the tympan must correspond in some degree to the nature of the work imposed upon it. If the work is high class, the tympan should be hard. For the ordinary grade of work that must be turned out quickly with the minimum of make-ready the tympan may be more resilient. In the matter of make-ready, since the plates of both cylinders have contact on the same tympan, and in some instances on the identical part thereof, the make-ready must equalize the pressure just as in ordinary forms when two different forms are used. In this machine you have but one make-ready but it is from two sets of electros.

Color Chart for Pressmen.

(770.) Mr. J. V. Price, Christchurch, New Zealand, writes: "The excellent color-chart with accompanying lessons has reached me. This is indeed most interesting and instructive, and should be an aid to successful color-printing. For instance, Lesson No. 8, on Complementary Harmony. Many pages might be written on the harmony of contrasting or unrelated colors which oftentimes tend to weary and confuse the apprentice and the pressman, but here is a brief and most instructive lesson right to the point, everything being made perfectly clear and written by a practical and clever color-printer. I would strongly advise every apprentice—aye, and every pressman, too—to acquire one of these charts and lessons. I have the chart mounted and will give all who desire an opportunity to study it and the lesson. I can not speak too highly of these, and had no idea that such excellent instruction could be obtained in this manner." The chart referred to, with full instructions, can be obtained from The Inland Printer Company; price, \$1.

Impression Too Strong.

(775.) Submits a four-page section of a furniture catalogue, printed in black, with the running-head in sage green. This head is a pleasing design and is well printed. The half-tone furniture cuts appear to be run flat, at least with but little make-ready. The accompanying letter reads: "The enclosed pages of a recently printed catalogue were the subject of a controversy between the pressman, the foreman and the superintendent. Kindly let us know what you think of it?" *Answer.*—This job is one of contrasts, the type descriptions under each cut, and the half-tone cuts used as a running-head on each page are perfectly printed, while the half-tone cuts, illustrating high-class furniture, do not appear as if they were given full attention in the make-ready. The dresser-legs and other extending parts from the main body of the cuts actually punch the stock on some pages. This condition on a long run would convert the high-light portion to middle tones, and the middle tones of the extending parts to solids on account of the ensuing wear. We judge the fault lies in the method of preparation for the make-ready, possibly the cuts are mounted on uneven or on high blocks, whereas, if they were a trifle under height, the work of make-ready could be car-

ried on advantageously. None of the cuts shown on the section require a cut overlay. A two or three sheet make-ready would do ample justice to the outline half-tone engravings. The tympan in this instance should be hard, made wholly of thin S. & S. C. Book, the tissue spotting up will furnish sufficient resiliency. The covering of the mark-out sheets with a hard manila, and the final tightening of a top sheet over all, should give all to be desired, even on an extended run.

Engraver vs. Pressman.

(773.) Two specimen pages of a booklet 3 by 6 inches printed on a good grade of enamel stock. A half-tone cut of 150-line screen representing a strawberry patch is shown at the top of the page. Specimen No. 1 is printed with reasonable judgment as regards color, while No. 2 is absolutely unfit as an illustration on account of the amount of ink carried. The middle tones, which show some tone gradations, are converted into solids, giving the whole landscape the appearance of a view taken at sundown. The pressman writes as follows: "An article appeared in THE INLAND PRINTER several months ago, entitled 'Engraver vs. Pressman,' and I have just had a little experience with a job on which your decision is asked through the Pressroom Column, and to aid you I am enclosing two rough press proofs. No. 1 I have marked, is the color I claim for the right depth, while No. 2 is the correct depth from the customer's viewpoint. Who is right, myself and specimen No. 1, or the customer and his idea No. 2?" *Answer.*—The decision favors the pressman in the foregoing controversy. The cut is not the best as far as contrast is concerned, and should have been rejected for that reason, but as the matter stands the pressman has brought out all there was in the cut and has lost nothing of its pictorial value by reducing the middle tones to shadows. In a case of this kind we believe the least of two evils is to run the cut gray rather than to the other extreme.

Peeling of Enamel Stock.

(777.) Submits several specimen sheets of a half-tone impression taken on a grade of enamel stock. The enamel peeled in the solids to such an extent that the ink was reduced until it looked like a gray-black. On one side the surface appeared to have a normal coating, no peeling was observed, but on turning a sheet its surface in the solids was at once stripped. The application of the thumb moistened to each side showed that the sizing on one side was weak, while the opposite side had the proper tenacity. The stock does not appear to be seconds. The pressman describes the trouble in the following letter: "The enclosed specimens of a half-tone job caused no end of trouble by picking, as can be seen by examination. This was a small four-page form, printed on a four-roller cylinder press, but with only two distributors in use. The temperature was 80°; half-tone black ink costing \$1.50 was used. By a liberal use of kerosene the job was printed. Vaseline and special compounds gave no relief. It is my opinion that the coating of the paper is defective, as one side would pick badly and on turning over it would print perfectly. What should have been done under the circumstances?" *Answer.*—If the condition of the stock was noticed before the run began the attention of the paper-dealer should at once be directed to it. If one side was printed when the weakness of the enamel was discovered, then the pressman's skill is put to the test. In this instance the appearance of the type section of the form is excellent; the cut, however, has a blue-gray appearance which will scarcely be accepted as a standard of good color. If paraffin oil were added instead of an

excess of kerosene, it probably would not have degraded the color to such an extent. As such an occurrence as this has been the lot of others we would like to learn what method was adopted to minimize the trouble.

Tarnishing of Gold Bronze.

(778.) "Suppose I am printing a family history illuminated in colors with the initial letter-plate in gold; the text in black ink will probably be readable for a hundred years, how about the appearance of the gold initial? Can we find on the market a gold bronze with such lasting qualities? If gold leaf were used what size should be employed? What is your advice in this matter?" *Answer.*—It is doubtful whether gold bronze would retain its luster for such a period as our correspondent mentions, unless it received a protecting coat of varnish. Would advise the use of pure gold leaf, which does not tarnish even when exposed to the air. It should be applied to an impression of gold size; after it dries, the surplus may be removed with a tuft of cotton. Hard rollers should be used, and a firm tympan. The tarnishing of metals is due principally to the presence of noxious gases so prevalent in the atmosphere in all manufacturing centers. Metallic surfaces protected by lacquer or varnish will withstand the oxidizing action of these gases and naturally retain their luster for a longer period. An examination of the lithographed plates in "The Grammar of Ornament," by Owen Jones, shows that the gold bronze used as a part of the color arrangement in many of the designs has lost its luster totally. This book was published in London in 1856 and was hailed as an extraordinary example of chromolitho work, yet at this time the bronze effect is scarcely discernable for its luster, although the bronze holds tenaciously to the size.

Felt Pennants.

(772.) Submits specimens of miniature pennants, printed in colored inks on white and green billiard cloth. The ink used covers nicely, giving the appearance of a stain. A novelty printer desiring to produce similar work asks the following question: "We are after information as to how to print felt pennants on a platen press. What kind of ink, cuts, and what special apparatus, if any, is required?" *Answer.*—Pennants large and small may be printed on platen presses. Where they are too large for the press, or where a large order is being filled, the cylinder press can be employed. A special grade of ink called "felt color" is used. This ink carries a large quantity of pigment, but it flows well notwithstanding; it is also charged with considerable drier. In selecting the type or design choose heavy boldface characters. If white letters are to be in the design they should be well opened up. The white parts also should be routed extra deep. The printing may be done from the zinc original or from electros. A design drawn in reverse on pine wood and cut out with a gouge or penknife will give good results. There will be but little make-ready except to even up the form where electros are used. For tympan, one sheet of manila pasted on the platen or drawn taut will answer. The impression should be firm. Medium hard rollers will give off the ink to the form evenly and a good solid impression will force the ink well into the fabric. Double rolling will be necessary with some forms, otherwise a heavy charge of color will have to be carried. The use of black flock on white felt or flannel makes a striking piece of work. The flock is attached to the design which is printed with flock varnish, to which a small quantity of black ink is added. The printed pieces of cloth should be smut-sheeted, or, better still, laid out singly, as they offset badly. They will dry

over night sufficient to handle. Your ink dealer will supply the colors, drier, flock varnish and flock in case the latter are used. Many striking novelties of felt and flannel are being put on the market, as their production requires no special apparatus or skill; almost any printer can handle the work.

Photogravure Reproductions in Newspapers.

(769.) We have received a copy of the *Freiberger Zeitung*, Freiberg, Germany. The text of this paper is printed on a rotary press on a common grade of news stock from stereotypes. It is a very ordinary looking paper, except for the illustrations, which are specimens of the Doctor Merten's rotary photogravure process. These subjects are of sufficient variety to show the adaptability of the process for newspaper work. From a pressman's viewpoint the printing is marvelous. Here are illustrations of 150-line screen, printed on news stock at a high rate of speed. There is no filling in of the dark tones nor rough-looking vignette edges. The solids and middle tones print soft and velvety, the high lights appear clean and sharp, giving pictorial results that rival the work of the offset press. The machine is said to be simple in construction and may be adapted as an auxiliary to a flat-bed press, or built in or run in connection with a rotary press. The printing cylinder receives its charge of ink direct from the fountain. This ink is thin, and as the quantity taken up is in excess of the amount required, the surplus is scraped off and returned to the fountain by a metal blade that is held in contact with the surface of the cylinder, somewhat in the manner of the blade in an ink fountain. The function of this blade is to remove from the surface every trace of ink, leaving only what is held in the etched lines and dots. The printing is accomplished by the paper being impressed against this cylinder by the elastic surface of the impression cylinder, this operation causing the ink in the lines and dots to adhere to the paper and be drawn out. The print is rich in tone effect, as each line or dot carries a depth of color instead of a thin squashed-out film as in ordinary printing. As might be supposed, the abrasive action of the pigments affects the edge of the blade, so there is a provision made to true it up or to substitute another blade without loss of time. With this process there is no make-ready; the printing cylinder impinges on the elastic covering of the impression cylinder much the same as in offset printing; the most delicate vignette edges print clean and soft. Solids and high lights may be juxtaposed without either being improperly inked or impressed for the reason that the entire surface of the printing cylinder receives the same pressure. The paper may be worked moist or dry with equal facility. Beautiful effects are produced with damp paper just as in regular photogravure work from flat plates. If the projected improvements are carried forward successfully, the excellence of the product by this process will create a field for high-class illustration in newspapers.

AN EMERGENCY CASE.

During the siege of Kimberly the editor of the only daily paper there was often hard put to find enough news. One day in the clubroom he found Cecil Rhodes reading a daily newspaper from Cape Town. He borrowed it and rushed to his own office, where it soon appeared as a special edition, selling like hot cakes.

That same evening he met Mr. Rhodes, who inquired: "Where's my Cape Town paper?" "Oh, I cut it up for the printers," was the reply. "Please don't do that again," said Rhodes, mildly. "That paper came through my native runners and cost me \$1,000." — *Exchange*.

JOHN C. HILL AND HIS HAMLET SOLILOQUY.

The recent change made by Mr. John C. Hill from the activities of promoting employing printers' organizations to mechanical superintendence of the Summers Printing Company's plant of Baltimore, Maryland, is a great gain to the Summers Company and a great loss to the Printers' Board of Trade of Baltimore, where he has been local manager for the past seven years. He brought the Baltimore organization to a high state of efficiency in the investigation of the subject of costs and remedying trade abuses, and has been active elsewhere in the great work of the Cost Congress. Mr. Hill's successor in the Baltimore Board of Trade is Mr. H. M. Gaines, late of the Kenyon Printing & Manufacturing Company, of Des Moines, Iowa. Mr. Hill, it is interesting to note at this time, contributed to *THE INLAND PRINTER*, on page 255, of the issue of November, 1904, a parody on Hamlet's soliloquy "To Be or Not to Be," as "To Cut or Not to Cut." It was used by George Benedict as "good stuff" in an envelope slip which he sent out through the country, and has been quoted and ascribed to many sources and authors but the right one. Here it is.

THE PRINTER'S SOLILOQUY.

To cut, or not to cut, that is the question.
Whether 'tis better for the pocket
To let the chap who knows not,
And knows not that he knows not,
Have the work at cut-throat price, or to
Take up arms against this sea of troubles,
And, by opposing tit for tat, end them? To cut —
To slash — and by a slash to put the other cutter
Out the running — 'tis a consummation
Devoutly to be wish'd. To cut — to slash —
To slash — perchance myself to get it in the neck —
Ay, there's the rub; for when one starts
To meet the other fellow's price, 'tis like
As not he'll find he's up against it
Good and hard.
To cut is not to end
The heartache, and the thousand natural shocks
That printers' flesh is heir to.
Nay, nay, Pauline; 'tis but the preface
Of that business sleep of death, which will,
Ere long, make us shuffle off this mortal coil
Of debt and mortgages which such a course engenders.
'Tis well to get the price, the price
The work is worth, and not be bullied
Into printing it for what John So-and-So
Will do it for. Methinks I'll make the customer
Believe my work is it, the only it worth having;
And when his native hue of resolution
Is sicklied o'er with the pale cast of thought,
And I have him on the string, almost, almost,
I'll clinch the argument with specimens of good work
Which can not be approach'd.
So will I gather to myself much business —
Enterprises of great pith and moment.
Thus, cutting doth appear unseemly; and fit
Only for the man who knows not what
His work is worth, and who, ere long,
By very stress of making odorous comparison
Betwixt bankbook and stubs o' checks,
Will make his exit for that undiscovered country
From whose bourn no traveler returns.

— John C. Hill, in "The Inland Printer," November, 1904.

ANOTHER YOUNG NEW YORKER MOVES WEST.

Charles W. Smith, who acquired a reputation for being a hustler and good fellow in New York, is now a Chicagoan. He has accepted the position of manager of the Chicago office of the Sinclair & Valentine Company, the well-known ink concern. Mr. Smith was formerly secretary of the New York Typothetæ and gave such satisfaction it is understood he was offered a substantial increase of salary to remain with the organization, but he preferred a commercial career, and he has begun in the way that presages a verdict of "he made good."

PROCESS ENGRAVING



BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

Photographing Window Displays.

L. B. C., Columbus, Ohio, asks: "Can you please tell me how to photograph store-windows without getting reflections of the buildings or other objects across the street? I have tried it at different times of day, and sometimes parts of buildings back of the camera will show up stronger in the negative than objects in the show-window. Of course, these reflections, or 'ghosts,' as we call them, are painted out in the print before photoengraving, but still I see cuts in the trade-papers that I know did not have these ghosts. An answer will surely interest a number of photographers who, like myself, have to make the photograph first and the cut later." *Answer.*—The photographing of displays in store-windows is now done entirely at night. Windows are usually illuminated with electric lights that do not show from the outside, so all that is necessary is to photograph at night on a color-sensitive dry plate. Give an exposure of probably fifteen minutes and pay no attention to passers-by, between the camera and window, as they do not affect the result while they keep moving. Should they stop too long in front of the store-window merely cap the lens until they go away. Should any light in the window be seen from the camera it is easy to shade it so that the light does not strike the lens. In some of the large cities the window displays are photographed after midnight.

An Automatic Process Camera.

In the Globe Engraving & Electro Company's plant, in Chicago, invention is in the very atmosphere, from a scale which tells the moment copy arrives, the distance in inches the lens will be away from it when it is being photographed, a scale that tells at once how many square inches to charge for in the finished block, to a scale which gives the exact charge for an electrotpe. They will supply for a stamp a copy of the "Scale of Measurement of Photoengraving." One advantage of this scale is that the customer is charged for the bevel on the cut. This bevel on the average half-tone cut adds two square inches to the face measure. To measure half-tones by the proof means that you give away from two to five square inches in every half-tone charged for at face measure—about twelve per cent of the half-tone output. In this plant one of the photographers has put simple electric attachments on his camera by which the mere insertion of the ground glass or plateholder turns on the electric lamps and the removal of the plateholder puts them out. Readers may recall that it was suggested in this department some years ago that the opening and closing of the darkroom door could be arranged to start and stop the electric lamps. This photographer's idea is better. He has also a clock electrically connected so that he sets the hand on it at just where he wants the exposure to termi-

nate and at precisely that moment a shade drops over the front of the lens and a bell rings in the darkroom. One can understand how a genius of that kind becomes attached to the camera he has so perfected, and the firm are correspondingly attached to the genius.

New Electric Lights for Engravers' Use.

"Foreman," St. Louis, writes: "I have just put in a complete outfit of electric lamps of the enclosed arc pattern, when along comes a new lamp which I am told gives an intense white light and for which the salesman makes some pretty tall claims. Can you, or some reader who has tried both kinds, give some advice in the matter? Will it pay me to make the change, for I have eight single lamps and one double printing-lamp?" *Answer.*—Those new electric open-arc lamps with the intense white light are indeed great time-savers, and, consequently, money-savers. The novel features of these lamps are in the carbons and in the longer arc required to burn them to advantage. The carbons used in these new lamps have a central core filled with a powder, possibly zinc, aluminum, or similar substance, which is consumed in the intense heat of the arc, giving off that brilliant white light. You should write to the maker of your present lamps and see if he will not exchange them for new ones to take the new carbons and give the long arc required. Charles J. Bogue, 513 West Twenty-ninth street, New York, whose lamps are most commonly used, will, for \$25, take in exchange the box part of one of his lamps, without reflector or stand, and supply a new lamp to give this intense white light. The new lamps are a trifle more expensive, as the consumption of current is greater. The new carbons cost twice as much to begin with, and are consumed much quicker than the old ones. The reduction in the time of negative-making and printing is so great that the slight extra cost is saved over and over again in the photographer's time.

Wet Plate Collodion.

"Photographer," Indianapolis, writes: "I am making my wet-plate collodion like this, and I want to ask your opinion on it. I take 40 ounces of ninety-five per cent grain alcohol and 40 ounces of ether. I put them together in a bottle, except about 10 ounces of alcohol, which I keep in the graduate. Into the mixture of alcohol and ether I put 1 ounce of guncotton, or negative cotton, as it is labeled. In the graduate containing the alcohol I drop 20 grains of chlorid of calcium, and with a glass rod, round on the end, the chlorid of calcium is stirred and crushed until it dissolves in the alcohol. Sometimes it does not all dissolve, and I attribute this to the fact that the alcohol is sometimes purer or freer of water than others. Into this alcohol is then stirred $\frac{1}{4}$ ounce brown iodic ammonium, $\frac{1}{4}$ ounce iodic cadmium and $\frac{1}{4}$ ounce bromid cadmium, after which these 10 ounces of alcohol containing the salts are poured into the large bottle containing the dissolved guncotton. I forgot to mention that I sometimes leave the guncotton in the ether and alcohol over night and find it is all dissolved by morning. Now what suggestions would you make to improve this collodion?" *Answer.*—Your formula is a simple one, easily compounded and difficult of improvement. In summer I should use more ether than alcohol, as the former evaporates so much faster than alcohol. Or, when the collodion becomes a little thick, more ether than alcohol should be added to make up the loss by evaporation. While the above formula is a good all-around wet-plate collodion, it might be suggested that for line-work the $\frac{1}{4}$ ounce of bromid might be replaced by an iodic, the facts being that an iodic collodion is most excellent for

linework, while for half-tone it is necessary to substitute some bromid for a portion of the iodid. The other things to remember about the salts is that cadmium is used merely because it keeps the collodion from getting yellow with age. The white iodid of ammonium requires some time before the collodion will work at its best; the brown iodid supplies a collodion that can be used right away, but the collodion containing it does not keep so well.

Newspaper Cuts Should Be Fit to Print.

A recent request made on the editor of this department to go one thousand miles to look over a newspaper engraving plant and report how their cuts might be improved, shows that some newspaper proprietors understand the bad policy of wasting good white paper and disfiguring the



THE IMPROVED NEWSPAPER CUT.

newspaper with cuts that are not fit to print. It has been remarked here that the quality of the illustrations in many of our newspapers have deteriorated until they are mere blotches. This is usually not entirely the fault of the engravers, though the engraving department is constantly blamed for it. The causes for bad cuts vary with each newspaper. It is a pleasure to call attention to the improvements the New York *World* has been making in their cuts during the past two months. They are using half-tone screens of seventy lines to the inch instead of sixty as formerly, and they are using Ben Day tints to advantage. They are showing the way, however, to make the newspaper illustrations of the future in the reproductions of pencil and crayon drawings, which their artists are making on rough-surfaced paper. The reproduction herewith from a copy of the New York *World* shows a cut made from a pencil sketch. When it is remembered that this sketch was photoengraved, stereotyped, printed on cheap paper in a five hundred thousand edition and then photoengraved and printed again to print in this column, one can understand how good the engraving in the *World* must be. The New

York *World* was the first paper to use to advantage the modern method of newspaper-cut making, and it is to be congratulated on showing others the way to improve their illustrations.

Flat Negatives.

A writer in *Process Work* says: "I have been interested in Mr. S. H. Horgan's article in the Year Book referring to gradation of half-tone work, and entitled "Get It in the Negative." My own screen negatives yield too flat results, and I should be glad if any reader can recommend any method or methods of obtaining brilliance in screen negatives, or by any means other than fine etching?" Answer, by "Hughie."—There are two kinds of flat negatives that one comes in contact with. The first is where the shadows have plenty of color but no detail, and from the etcher's point of view is flat. The second is where the shadows have very little color and no detail. In both cases the ability of the fine etcher is overtaxed as well as the foreman's patience, but of the two evils the former is the lesser. The remedy for the first is for the operator to give a longer shadow exposure and less paper to force a dot. If the screen distance is too great the effect will be a weak dot and the temptation will be to give more paper than is good for the negative, and the result is the printer growls when he examines the dot with a microscope and asks if you expect him to keep the print open with such a woolly dot as that? The remedy for the second evil is to get your screen distance and stick to it, then work for the result you are aiming at with stops. I would not advise a strict adherence to the rule of always having your screen at the same distance, some extremely flat subjects requiring that the screen be put at a greater distance. The last bit of advice I would give is do without white paper for forcing the shadow dot as much as possible, and don't have the screen too great a distance away; better be too near than too far.

Photoengravers' Flying-machines.

Whether it is because processwork is a high calling and those who pursue it are men of high ideals, or because our work is done on the tops of the highest buildings, it is difficult to determine, for quite a number of the profession have given their minds, at some time or another, to the problem of flying-machines. While the writer was going around the country recently he was asked his opinion on several diagrams and models of air-craft, besides being told of the wonderful ideas some readers of this department have, that will be "aired" only after their patent rights are secured. In Paterson, New Jersey, the foreman of a photoengraving plant had merely to put in a ten or one hundred horsepower motor, I have forgotten which, and I was to be permitted to photograph his machine on its first trip soaring away to New York. In Chicago, the head of a large photoengraving firm tells his experience with his invention, which should interest others. After the usual years of dreaming and planning how to conquer the air, this inventor laboriously put his plans on paper and submitted them to the proprietor of an amusement park who had several years' experience with flying-machine cranks. As soon as he saw our photoengraver's plans he said, "Why, I don't see how that machine can be prevented from flying?" So the invention was duly patented and a machine constructed at an expense of probably \$1,000. Before the motor was put in, the machine was taken to the top of one of those "shoot the chutes" and sent off in the air, when it reached the ground safely. A similar experiment was tried from the top of a skyscraper and the machine landed on the ground uninjured. The elated inventor tied the

machine to the roof and went off to New York to see about the best motor, or something else. While he was gone old "Boreas," who has given the name to the "Windy City," bore down on that roof, tore the machine from its fastenings and it is not at all unlikely that some parts of it were borne across even the Atlantic and are flying yet.

Chicago Photoengravers' Club.

It was the writer's privilege to be a guest at a recent monthly dinner of this club, which includes in its membership all the prominent photoengravers of Chicago. The dinner was a good one, begun at an early hour, and held in one of the sumptuous banquet halls of a luxurious hotel. When the cigars were lighted, Mr. E. W. Houser, who presided, in that leisurely manner with which he manages the great Barnes-Crosby business, called for the reports of

a representative to a meeting—an admirable plan for insuring attendance. This organization is a model that might be followed profitably by engraving firms in all cities.

The Dragon's-blood Powder Box.

The writer has recently visited hundreds of photoengraving plants, and the most serious fault to be found with them is the insanitary manner in which dragon's-blood powder is allowed to be dusted over everything in the etching-room, and frequently outside of it. The fact that this powder is irritating the lungs and developing tuberculosis in the workmen has become so generally known that any suggestion for keeping this harmful powder out of the air men breathe will be of value just now. Here is a remedy which the writer advances, though it is likely that



A PRINTER'S HOME.

Residence of William A. Ahrens, Sr., journeyman printer, Hyde Park, Cincinnati, Ohio.

committees and upon the speakers who had been invited to address the club. There was an informality about the whole affair and yet, as one recalls it, those few hours had crowded in them more that will make for the future stability of photoengraving as a business proposition than can be realized at present. The long talk was by Mr. J. F. Denham on the "Cost System As Applied to Photoengraving Plants." Then Mr. Lionel Levy and the writer were asked to tell about the modern system of etching by machine. A most profitable discussion was brought about by the report of Mr. George C. Benedict, as a member of a special committee that went to Toronto to meet representatives of the companies who supply polished metal to engravers, and learn why metal must now be bought by the square inch instead of by the pound, as formerly. The whole subject was covered, from the copper mines that supplied the best quality ore, the mills that rolled it, to the difficulties encountered in polishing it for the engraver's use. The price of copper was gone over, with the result that engravers of the country will continue to purchase copper cheaper than if there were no engravers' club in Chicago. The club is supported by dues based on the number of cameras in use by each firm. There is further a deposit of \$60 advanced by each firm annually, which is paid back in sums of \$5 after each meeting to every firm that sends

many readers of this will have better plans which it is to be hoped they will explain for the benefit of the craft. In nearly all plants the powder is kept in a high box, with an open front. Into this front is brushed the powder from the plate. Now, if this box was made airtight, with a door in front that would slide up and down like a window-sash, no dust could get out or in when the box was not in use. If the back of the box is made of muslin, drawn taut on a frame, and an electric fan is placed at the back of the box outside and enclosed in an air-duct connecting with the outer air, you have a powder-box that will retain all the powder. The proper way of using it would be this: The raising of the front door should start the fan going, which draws the air into the box and through the muslin at the back of the box. The powder is filtered from the air by the muslin and deposits on the surface of the muslin, from which it can be brushed occasionally. A tinsmith will make an air duct which encloses the portion of the back of the box covered with muslin, and make the duct funnel-shaped so that it just surrounds the fan and continues it out the window. Each engraver will use his ingenuity to fit this idea into his own situation, and in making the electric contact so that the fan starts and stops on opening and closing the door. Queries are invited from those who can not understand this description of the contrivance.

JOB COMPOSITION



BY F. J. TREISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

Some Effects of Industrial Education.

To the printer, an interesting phase of industrial education is the introduction into some of the schools and colleges of courses in printing. Along with the instruction in manual training and domestic science—the woodworking, cooking and sewing—now goes training in printing and bookbinding, the scholars devoting certain hours during the week to this study.

Our attention was particularly directed to this phase of schoolwork upon the receipt recently of a book entitled "Fairy Lyrics." The book was printed and bound by the eighth grade of the elementary school of the University of Chicago, and consists of short poems selected and illustrated by the third-grade pupils of the same school. In order that one may gather an idea of the knowledge of proportion, grouping of masses, etc., possessed by some of these scholars, we show herewith, in Fig. 1, a reproduction of the title-page—set by an eighth-grade boy. In arrangement it is far superior to the work of many seasoned printers. It contains but one series of type, and all capitals of that series, thus preserving a harmony of shape which many title-pages lack. It is gathered into few groups, thus preserving a simplicity of arrangement. The ornament is placed in such position that it breaks up the white space pleasingly. All in all, the page would be a credit to the average printing-office. And the balance of the book shows the same careful treatment. The margins are correct—a thing unknown in the bookwork of some printers. And the illustrations, while they lack the academic qualities that go to make up drawings, show a keen imagination on the part of the youngsters, and an unusual ability in the placing of thoughts and ideas on paper.

All this can not do other than help the printing business. If the object of this technical education were to make printers of these students, harm would of course result from the overplus of workmen and the consequent overcrowding of the trade. But these children do not expect to become printers. They study printing as they do woodworking. No one expects that because of the manual training in the public schools we are to become a nation of carpenters. Neither does one expect that we will eventually become a nation of printers. But these children will know something of good printing. They will be able to tell a good job when they see one, and will carry into their respective lines of endeavor an appreciation of what constitutes good printing and, to a certain extent at least, a knowledge of its worth and the difficulties which attend its production. The business man who has had in his youth

a partial training in the production of printing and has been in touch with good stock, good typography, and has had the advantage of inspecting the printing of various periods in the hands of one competent to comment intelligently upon them, is not the man who will put up with anything as long as it is cheap. He will insist upon the work which he buys being of the highest class, and quality rather than quantity and price will be the ruling factor. The boy who set up the title-page here shown will perhaps never be a printer, but if he ever becomes a buyer of printing it will be a hard matter to palm off on him the mediocre typography which is characteristic of so many offices.

True, "a little knowledge is sometimes a dangerous thing," and the blustering individual with just enough knowledge of a trade to criticize—unintelligently—is, and always will be, with us. Industrial education may even be responsible for a greater number of his kind. But more than an offset to this will be the increased demand for quality which must inevitably result from a training, although brief, in what constitutes good printing. And an appreciation, on the part of the public, of what constitutes good work, is what the printer needs as an aid in his endeavor to secure better prices for his product.

Contrast as a Means of Display.

Contrast is the most potent factor in typographical display. In fact, the very foundation of most printing is contrast—black ink on white paper. Generally speaking, printing must be such that it can be easily and quickly read, and for this reason the combination of paper and ink which forces the reading-matter to "stand out"—causing it to be easily grasped by the eye—is used.

In addition to this, the printer has other means of contrast.

He may contrast light and dark type-faces.

He may contrast light and dark colors—for instance, light blue and dark blue.

He may use color as a harmony of contrast, or complementary harmony—blue and orange, red and green, yellow and violet.

He may gain contrast by the use of various sizes of type-faces.

The latter means of attaining contrast is the one most useful to the printer. Practically all display depends upon it. Contrast of color is useful in some cases; different type-faces may be contrasted effectively in some cases, although the latter is often attended by a lack of harmony between letter forms—but contrast of sizes of type is always useful and permissible.

We depend upon contrast to make the page attractive, just as contrast is used in many other ways to attract the eye. The woman with the fair complexion accentuates it by dressing in black; the woman with the red (or, more strictly speaking, orange) hair brings out its color by contrast with its color complement—and wears a blue costume. The painter, in a green landscape, strikes, in a red roof, a note that immediately attracts the eye. The man with a dark skin and a black mustache invariably appears to have whiter teeth than other men—by reason of the contrast.

But the printer must carry it a degree farther. The mere contrast of black letters on white paper will not answer all of his demands. In bookwork or for solid groups of reading-matter it will suffice, but the displaywork—the work which must be grasped by the eye at a glance—demands further contrast; and this is gained by a variation in the sizes of the type used for the different lines or groups.

Each piece of display copy contains some word or phrase which demands emphasis, which must be "brought out." As we turn over the leaves of a book and our eyes strike the pages of text we are content to take our time and read through from top to bottom, but when we look at the title-page we expect to absorb the essentials of that page at a

which it is printed; second, the amount of other reading-matter on the same page. A single line set in eighteen-point type may stand out on a page and be sufficiently forceful, although the same line, set in the same type, on a page containing a considerable amount of explanatory matter set, say, in ten-point, would be of little display value.

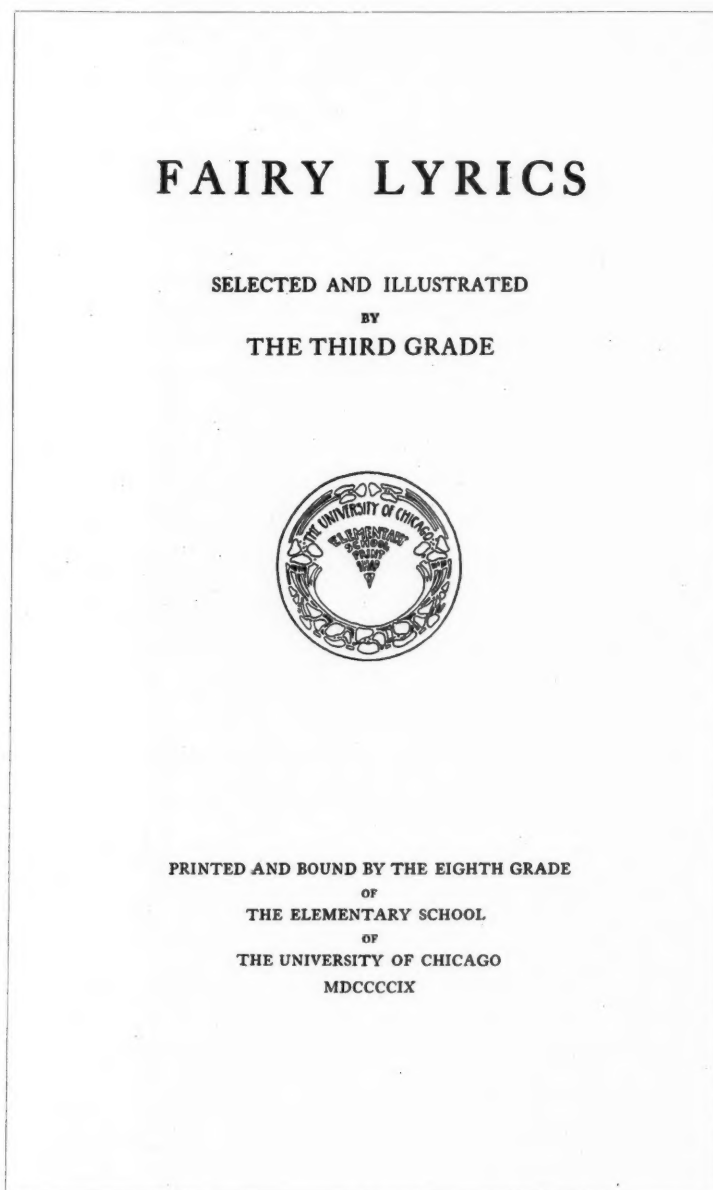


FIG. 1.—A title-page set by an eighth-grade boy in the elementary school of the University of Chicago. A very pleasing arrangement.

glance. No matter how much explanatory matter may be on a title-page, we demand that the title of the book, at least, shall stand out, and the most common method of attaining that end is by putting the line or lines to be brought out in type larger than that used for the balance of the page. The size of type to be used for this display is governed by two things—first, the size of the paper on

The page shown in Fig. 2, a page taken from a booklet, is a case in point. The wording of the text indicates that it was written for a display page, and the dividing of the matter into various groups placed in different positions on the page indicates that the compositor intended to make of it a display-page. But the easiest manner in which to do this—that of gaining display by variety in the sizes of

type-faces — has been overlooked. The whole page is of practically the same gray tone, with nothing standing out, except possibly the initial letter. True, various groups have been made, of both capitals and lower-case, of four different series — still there is no display. There is plenty of white space on the page, but it has been so broken up as to be of little value in bringing out the type. In the reset-

in taking them in at a glance the gist of the whole page has been grasped.

The Typographical Insert.

Many printers will find useful suggestions in this month's insert, as it will be the means of directing attention to a field as yet untried by many. While the stock

A. FRIEDMAN

ANNOUNCEMENT

FOR FALL
AND WINTER

SEASON 1910-1911



HIS tailor shop needs no introduction to the men who wear good clothes.

Satisfied customers are good advertisements
and this tailor shop has a great many.

I desire to express my appreciation of
the patronage you have extended to me
and earnestly request its continuance.

It affords me pleasure to announce the arrival of my

*SPLENDID ASSORTMENT OF
FALL AND WINTER FABRICS*

and I await an early opportunity to show you the line.

203 W. 125th Street, New York

FIG. 2.— In this page the compositor failed to take advantage of the easiest way to gain contrast — by the use of variety in the sizes of type.

ting, Fig. 3, an attempt has been made to overcome this. The whole thing has been set in a measure which allows ample margin between type and rules, and the two groups which call for emphasis—"Announcement for fall and winter, season of 1910-1911," and "Splendid assortment of fall and winter fabrics"—have been given the prominence which allows the eye to take them both in at a glance. And

used in this insert is not calculated, by reason of its light weight, to bring out the best possibilities of this class of work, still the general effect is shown. Unlike many unusual effects in typography, the plan of using this "blanking" does not make the cost of production on a job excessive, the expense being less than on the same work printed in two colors. On the original cover of the booklet for the I. T. U.


Course of Instruction shown in this insert, this idea of economy in production was carried even a step farther, and the female die for the embossing of the group of lines at the top was locked up with the rules for the "blanking," and the one impression served to raise up a part of the design in embossing while sinking the balance of the design into the paper.

prize-winning designs, together with a number of the other designs and photographs of the successful contestants. In addition to this, we shall criticize, briefly, each specimen. While this will entail much work, and has heretofore not been done in contests of this character, we feel that it will be appreciated by those who have sent in entries. It will certainly make it much more interesting to the contestants,

A. FRIEDMAN

Announcement for Fall and Winter

Season 1910-1911

 HIS tailor shop needs no introduction to the men who wear good clothes.

Satisfied customers are good advertisements and this tailor shop has a great many.

I desire to express my appreciation of the patronage you have extended to me and earnestly request its continuance.

—

It affords me pleasure to announce the arrival of my

Splendid Assortment of Fall and Winter Fabrics

and I await an early opportunity to show you the line.

203 W. 125th Street, New York

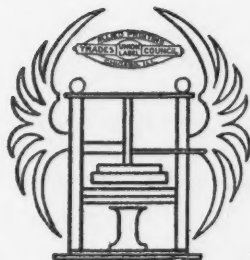
FIG. 3.—A resetting of the page shown in Fig. 2, with contrast — and emphasis — gained by variation of the sizes of type.

The Title-page Contest.

The program title-page contest has closed and the entries are in the hands of the judges for the selection of the prize-winners. As in the previous contests the number of entries has been large, between four and five hundred designs having been submitted. In the December number of THE INLAND PRINTER will be shown reproductions of the

and especially the unsuccessful ones, as it will give them the satisfaction of knowing why their specimens were not considered among the winners. Of the designs entered, a large number are unusually good, and the judges will, as usual, have considerable difficulty in choosing between them. That there were so many good designs was gratifying, in view of the fact that the copy was rather unusual.

The I.T.U. Course of Instruction in Printing



A. H. McQUILKIN

W. B. PRESCOTT
JAMES M. LYNCH, ex officio
Commissioners

ROBERT E. DARNABY

F. J. TREZISE, Chief Instructor



WE ARE VERY PLEASED TO ANNOUNCE AN ADVANCE DISPLAY OF SPRING MODELS IN IMPORTED AND DOMESTIC WAISTS. THEY ARE EXQUISITE SPECIMENS OF THE MOST ORIGINAL DESIGN, CREATED WITH INDIVIDUAL AND DISTINCTIVE FEATURES. AN UNUSUALLY LARGE COLLECTION OF PREDOMINATING STYLES TO SELECT FROM. THESE WAISTS COMBINE THE MOST ARTISTIC DESIGNING AND THE FINEST OF NEEDLEWORK, AND WILL GREATLY PLEASE ALL THOSE IN SEARCH OF EXCLUSIVE STYLES. THEY WILL BE SHOWN IN THE FRENCH ROOM, ON THE FOURTH FLOOR OF THE NEW BUILDING, DURING THE COMING TWO WEEKS. IN CONNECTION WITH THIS DISPLAY WE WILL SHOW AND EXPLAIN THE ENTIRE PROCESS OF MANUFACTURE, FROM THE LOOM TO THE FINISHED PRODUCT. YOU AND YOUR FRIENDS ARE CORDIALLY INVITED.

WILSON & STEVENS



The
Mission Ruins of the
Southwest

On the Line of the
Quincy City & Marshalltown
Railway

PROGRAMME

- 1 Love and Summer *John West*
Quartette
- 2 Dorcas Wig Tells Her Love Experience
Mrs. Willis
- 3 The Clang of the Forge *Paul Rodney*
Mr. Porter
- 4 Memory *Leslie*
Mrs. Johnson, Mrs. Shirley
and Mr. Knowles
- 5 The Fairy's Lullaby *Alice Needham*
Mrs. Johnson
- 6 The Three Lost Years *Woells*
Mrs. Willis
- 7 The Beetle and the Flower *Veit*
Quartette
- 8 The Garden of Sleep *Isadore DeLara*
Mr. Knowles
- 9 'Neath the Stars *Goring Thomas*
Mrs. Shirley and Mr. Porter
- 10 Reading *Keath*
Mrs. Willis
- 11 Spring *Koenen*
Mrs. Shirley
- 12 To the Roses *J. Barnby*
Quartette



SPECIMENS



BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

M. R. WORLEY, Norfolk, Virginia.—We find nothing whatever to criticize in the blotter. It is well arranged.

THE Rice Press, Flint, Michigan.—Both of the blotters are neat in design and neither one offers any opportunity for criticism.

THE F. J. FINCK Stationery & Printing Company, Galveston, Texas.—The blotters are all excellent, both in design and color harmony.

P. H. LORENTZ, Buckhannon, West Virginia.—The announcement is very nicely gotten up, the colors, both of ink and stock, being most pleasing.

J. M. CAVANESS, Chanute, Kansas.—The booklet of poems is put up in an attractive way, the typography being neat and the stock and presswork good.

AMONG the late products of The Kimball Press, Evanston, Illinois, a blotter, hand-lettered and printed in three colors, is perhaps the most attract-

ive of the page does not lend itself to the most pleasing typographical design, and the use of the italic letter throughout is not as satisfactory in appearance as the roman letter would have been.

FROM the Hoefflich Printing House, Philadelphia, we have received a set of attractive motto cards. A careful selection of stock and ink, combined with tasteful typography, makes them exceptionally attractive.

J. A. SWARTZ, Chicago, Illinois.—We would suggest that you put the matter in the first two lines on the letter-head into one line, avoiding the larger capitals. This would make the group less ragged in shape.

C. T. HENINGER, Salida, Colorado.—The advertisement is arranged in such manner that there is little, if anything, to criticize. The spaces are well broken up. We note careless spacing in one or two of the lines.

NEAT typography, good presswork and colors, and a careful attention to margins characterize the house organ of the H. M. Downs Printing Company, Fitchburg, Massachusetts. The text is also interesting and convincing.

J. P. BLACK, Shreveport, Louisiana.—The program is certainly a unique one and very cleverly gotten up. We have no criticism to offer, excepting, perhaps, to suggest a little less of the red, as the job is rather "loud."

L. A. WILHITE, Alva, Oklahoma.—It would be difficult to find anything to criticize in the large poster, especially when its size is considered. Type-faces and rules show a harmony of color, and the spaces are broken up in a pleasing way.

A TASTY announcement printed in blue and gray, on blue stock, announces the opening of the Pivot City Press, Indianapolis, Indiana, by Josephine Fickle and Jasper G. Pierce. An accompanying business-card is very neat and attractive.

THE Bryan Printing Company, Cleveland, Ohio.—We find nothing whatever to criticize in the letter-head and bill-head which you have sent in. The typography is excellent, and the combination of stock and inks is unusually harmonious.

E. A. ROSS, De Land, Florida.—The booklet is well arranged and well displayed. We would suggest, however, that where one is handicapped by poor rules, panelwork should be avoided. This refers particularly to the first page of the booklet proper. We would also suggest that you arrange



An excellent hand-lettered blotter design, by The Kimball Press, Evanston, Illinois.

ive. The reproduction which we show herewith will give an idea of the excellent arrangement and lettering, although the beauty of color of the original is lacking.

A PACKAGE of specimens from Diggon & Bingham, Vancouver, British Columbia, shows some interesting designs, all well arranged and printed in pleasing colors.

THE Gardner Printing Company, Cleveland, Ohio.—The directory insert is a very pleasing piece of work, both in typography and color, and should prove effective advertising.

C. L. STANLEY, Lafayette, Colorado.—The August issue of your little magazine, "Quest," is neatly gotten up and contains some excellent text. The advertisements are well set and the margins good.

JAMES AUSTIN MURRAY, Chicago.—The specimens are all excellent, the September issue of "The Lookout" being unusually interesting. The motto card is very pleasing, both in arrangement and colors.

IRWIN C. GAUMER, Salt Lake City, Utah.—The type arrangement of the program is very good, but the half-tones are not satisfactory. The shape

of the margins in such manner that the back one will be smaller than the front. Personally we do not care for the embossed cover-design, as it is too small and of poor shape for a cover. A type-design would be much better.

STEKETIE PRINTING COMPANY, Muskegon, Michigan.—Your type arrangements are very satisfactory, but we would suggest color combinations of a more quiet nature. Blue or brown would be better than the red on the yellow-orange paper.

A BOOKLET recently published by the Rochester Chamber of Commerce, Rochester, New York, is a very pleasing piece of high-class printing. The cover is a handsome three-color one, while the half-tone illustrations on the inner pages are attractive and well printed. It bears the imprint of the Genesee Press.

R. F. HARRIS, De Land, Florida.—The specimens are all well arranged, and we note with satisfaction the simplicity of design which prevails in them. We would suggest that perhaps the group at either side of the decoration on the cover could be placed in a more pleasing position than

directly in the center of the space. If the matter at the top could be squared up, with a rule underneath, and these two groups placed below the rule, one at each side of the decoration, we think that the page would be improved.

JULIA V. ANSON, Homer, Michigan.—The letter-head arrangement is very pleasing. We would, however, suggest that you arrange it so that the rules will intersect the small panel nearer the top of the latter, instead of in the center, as they now do.

H. C. TRIPP, Eureka, Montana.—The cover-page is well arranged, but we would suggest that you use the condensed type throughout, as the two faces do not harmonize in shape. The condensed letter, however, looks well on the long, narrow page.

FROM John A. Carmichael, with the Fidelity Printing Company, Kansas City, Missouri, have come some excellent advertising cards, unusually simple

greater proportion of white space, are more pleasing. Then, too, the fact that all the type on the page is of practically the same size, prevents an adequate display.

CHAS. E. WING, Chattanooga, Tennessee.—The type arrangement of the blotter is interesting and well carried out, and you have chosen very pleasing color combinations for use on the various papers. Everything considered, the blue is perhaps the best as an advertisement.

A SYLLABUS of the photography and printing crafts department of the School of Technology, Manchester, England, recently received by this department, is an attractive booklet, neat in design and well printed. The cover, in green and brown, on light-brown stock, is unusually pleasing.

MYERS' PRINTING HOUSE, New Orleans, Louisiana.—Your house organ is very attractively gotten up and should be productive of good results. We would suggest that you use some color other than the bright red for the

THE MAN WHO THINKS HE CAN
reach the farmers worth reaching in Kansas, Mis-
souri, Iowa, Nebraska and Oklahoma without
advertising in The Weekly Kansas City Star is—mistaken.

265,000 Circulation at 50 Cents a Line

One of a group of excellent advertising cards, by John A. Carmichael, Kansas City, Missouri.

in treatment and very effective. We show herewith one of them. The original was in black and orange, the border rules and the heavy rule across the page being in the latter color.

UNUSUALLY clever panel designs characterize the typography of H. S. Smith, Colorado Springs, Colorado, and a package of recent specimens shows many of these designs. A souvenir program is one of the best of these, the cover being especially effective.

HARTZELL BROTHERS, Altoona, Pennsylvania.—The blotter is exceptionally pleasing. We would suggest that if the program pages were set in a narrower measure, allowing more margin, the effect would be much better. The cover-page is very pleasing.

HALSEY H. HANSHAW, Freeville, New York.—Personally, we very much prefer the cover-page on which the border has been used. The rules square up the type form into a harmony of shape with the stock, and, as you suggest, their omission suggests a title-page.

THE Anderson Printing Company, Macon, Georgia.—The specimens of your "Wing Seal" stationery are very interesting, as affording the opportunity of sending out attractive announcements, etc., for a 1-cent stamp. The printing on them is very satisfactory.

GEO. H. COURTER, Niagara Falls, New York.—The illuminated card which you sent is a very pleasing piece of work. The text is interesting to the printer, and the attractive design and handsome colors with which you have illuminated it furnish a fitting setting.

WILSON BROTHERS COMPANY, Rockford, Illinois.—Your house organ, "Wilson Quality," is exceptionally attractive, and fully bears out its title as regards the quality. It is a convincing proof of the superiority of your product and should be successful in securing business.

P. LIEBERMAN, New York city.—The first page of the reading matter in the booklet would present a much better appearance if the text were not run so close to the rules around the page. The following pages, with their

cover, as it is rather strong and unpleasant to look at. The bright colors are all right in small quantities, but too much of them is undesirable.

FROM Ernest E. Adams, with Rous & Mann, Toronto, Canada, has come a package of most interesting commercial work. Neat, tasty typography and beautiful color combinations are the chief characteristics, the manner in which the work has been handled leaving no room for criticism.

FROM Geo. Berg, Chicago, we have received a copy of the program of the third annual outing of the employees of the R. R. Donnelley & Sons Company. It is an exceptionally attractive piece of typographic display, arranged in old-style type in a simple manner and printed in three colors on deckle-edge stock.

W. E. WROE & Co., Chicago, send out some attractive literature advertising their various lines of paper stock. Among the late examples is a booklet, the cover of which shows some unusually pleasing lettering. The stock is blue-gray, tied with blue silk, while the inner pages are printed in blue-gray and orange, on white stock.

WE are in receipt of an announcement of the establishment of The Winfred Arthur Woodis Press, at Worcester, Massachusetts. Mr. Woodis has been frequently represented in this department, and during the past five years has won fourteen prizes in typographical contests, thus demonstrating his ability in the production of high-class printing.

GEO. W. SCUREMAN, Williamsport, Pennsylvania.—The booklet is very neatly gotten up and the colors are pleasing. We would suggest that you make two lines of the reading matter at the bottom of the cover-page, so that it will be of a shape to harmonize better with the group at the top. The latter would look better if raised about two picas.

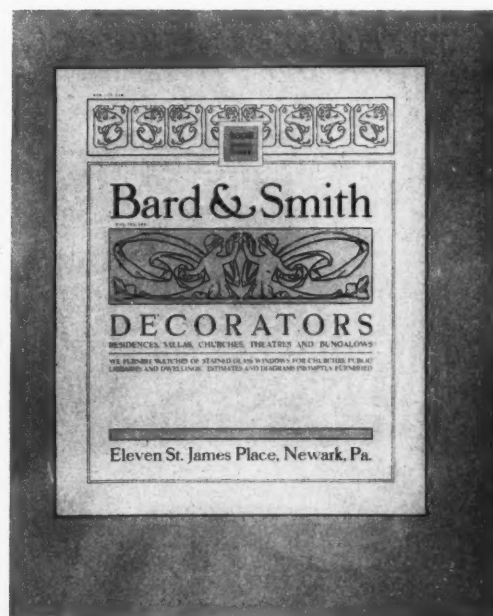
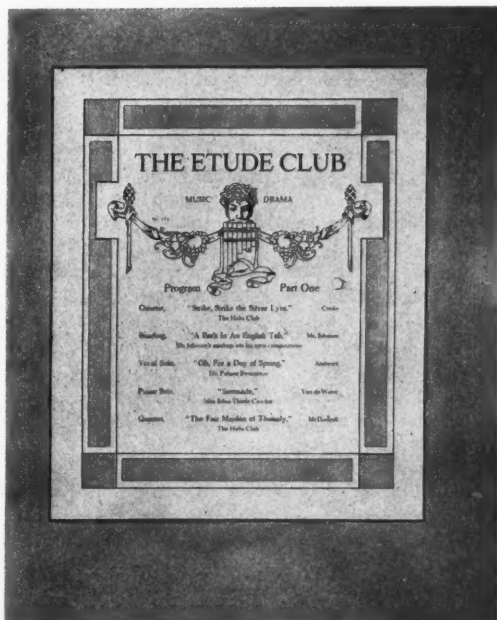
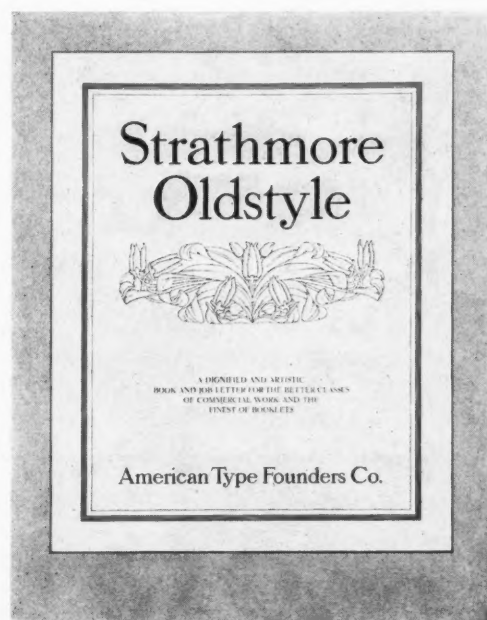
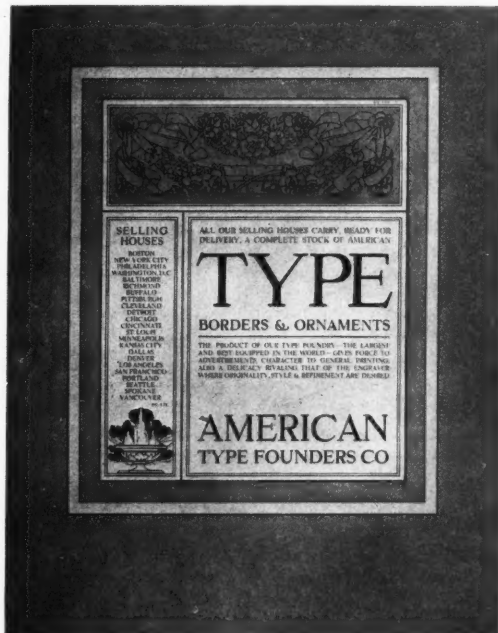
O. H. E. RAUCH, Easton, Pennsylvania.—The program is an ambitious piece of work, and, under the circumstances, well carried out. Personally, we think that you have taken too many liberties in designing the cover-page, and that more careful divisions of words and some sort of punctua-

tion following the initial letters would make it much more legible. The lining gothic does not lend itself readily to arrangement in a solid group, such as the title-page shows. A little more impression, with less ink, would improve the appearance of the inner pages.

"THE ZENITH," the house organ of the Marshall-Wells Hardware Company, with offices in various cities in the Northwest, is an ambitious publication. From the three-color-process cover throughout the entire book, consisting of over one hundred pages, a high standard is maintained. Many

of the articles are written by prominent writers and are very interesting and entertaining. Mechanically the magazine is well gotten up.

THE printer in search of suggestions for typographical design — and this includes all of the progressive ones — will find much of interest and value in the handsome folder recently sent out by the American Type Founders Company to advertise its Strathmore Oldstyle type. The folder consists of twenty-four pages of exceptionally high-class typography, printed in black, red and a buff tint. In keeping with the usual plan of furnishing ideas as



Four pages from a handsome booklet recently issued by the American Type Founders Company.

well as displaying type-faces, the various pages show different arrangements of commercial work. We reproduce several of them herewith, and while, of course, the half-tone reproduction fails to disclose the beautiful and delicate colorings of the originals, still one may gather from them an idea of the handsome type effects.

A SOUVENIR booklet of the inspection trip of Cincinnati's commercial organizations to the new plant of The Triumph Electric and The Triumph Ice Machine Companies, of Cincinnati, is a well-printed and attractive piece of work. The cover is embossed and the inner pages are printed in black on heavy coated stock, the half-tones being especially good.

WE are in receipt of a copy of Volume XVII of "Polytechnic Typographia," the year-book of the printing classes of the London Polytechnic Institute, containing a selection of letterpress designs and examples of trichromatic, half-tone and color printing executed by the students. The cover is printed in colors and gold and handsomely embossed.

AMONG the house organs that reach this department none is more interesting than "Results," published by Eugene L. Graves, Norfolk, Virginia. It is not too large—eight pages and cover—and the text is selected and prepared with discrimination, giving to the prospective customer an interesting bit of reading in addition to the strong advertisements.

DEAN C. TRIPLER, Canova, South Dakota.—The cover of your booklet would be more attractive in design if the upper panel were larger than the lower one, rather than smaller. A page design is rarely, if ever, at its best with the larger or heavier part at or near the bottom. Avoid letter-spacing and wide spacing between words when using text letters.

FROM the Pettingell-Andrews Company, Boston, Massachusetts, we have received a copy of their new catalogue of electrical fixtures. It is an elaborate piece of work, handsomely bound, and printed on excellent stock. Specially designed title-page, initial letters, etc., add much to the appearance of the book. The printing was handled by The Barta Press.

A CATALOGUE from the Golding Manufacturing Company, Franklin, Massachusetts, descriptive of the Golding Jobber, is an especially handsome piece of printing and embossing. The cover is heavily embossed in gray, silver bronze and black. The inner pages are printed partly on antique and partly on coated paper, on the latter being some exceptionally high-class half-tone work.

WE have received from Chas. Des Roches, with Redfield Brothers, Inc., New York city, a most interesting view of New York and vicinity. It is a view taken from a point over the heart of the city, and is in cycloramic form—when the ends are joined together one has a continuous unbroken view entirely around the city. The important points of interest are located by titles on the margin.

THE Leader Publishing Company, Ltd., Regina, Saskatchewan.—The Regina booklet is an ambitious effort very successfully carried out. The title-page is pleasing in design, but there is too great a percentage of red on it. We prefer the illustrations on the even pages so placed that the top of the cut is toward the outer edge of the page, with the cut title at the back or binding margin.

A. H. FARROW, Newark, New Jersey.—Your commercial specimens are exceptionally attractive, and fully in keeping with former high-class work. The leaflet descriptive of irrigated orchards is unusually well arranged. On the letter-head for Allan & Gray we would suggest that the line following the firm name be of the same length as the latter, rather than a trifle longer. This would square it up in harmony with the balance of the heading and would avoid the inverted pyramid shape which results where the lower lines of a group are longer than the upper ones.

THOMAS V. MCGOWAN, Stockton, Kansas.—There is very little to criticize in the advertisements which you have sent in. We consider that the clothing advertisements to which you refer are considerably superior to those found in the papers gotten out under like conditions and in towns of the same size. Of course, some would object to them on account of the panel arrangements, but that is a question of personal taste. You are fortunate, rather than otherwise, in having few series of type, as it preserves a harmony throughout the paper. The advertisement for Long & Tanzey is very satisfactory.

L. B. LACEY, Indianapolis, Indiana.—The specimens which you have sent in are very good, some of them exceptionally so. We would suggest, however, that the work as a whole could be much improved by a more simple typographical treatment. Take, for instance, the cover for the Preferred Life Association booklet and the leaflet for Carr's Dental Laboratory. Both of these jobs would have been more satisfactory and more profitable if they were set in a more simple manner. The latter job—especially the page containing the portrait—contains altogether too much decoration, the latter being more prominent than the type. A little less ornamentation, giving the type a chance, will help materially.

EMPIRE PRINTING COMPANY, Jacksonville, Florida.—We would suggest that where a line is to be embossed you avoid the use of a shaded letter, such as you have used on your letter-head. We would also suggest that you avoid running certain letters of a two-color job in both colors, as the colors produced by such combinations are rarely, if ever, pleasing. The cover of the booklet would have been more satisfactory if an orange or brown

had been used in the place of the dark red, in combination with the dark blue-violet. We do not care for the wide margin in the back of the booklet, although it is apparently intentional. A little more care in proofreading on this job would have helped, especially as there is a misspelled word on the title-page.

H. W. LEGGETT, Ottawa, Canada.—We think that if the upper group on the cover were moved up so that the margin at the top would be about the same as the side margin the effect would be much better. This would bring the center of balance between the two groups above the center of the page. If, in addition to this, the lower group could be set in a narrower measure the page would be still further improved.

A PACKAGE of printed matter recently received from the Union Bank Note Company, Kansas City, Missouri, contained some of the most attractive examples of high-class printing that we have seen in some time. A booklet descriptive of the Country Club District, adjacent to Kansas City, is unusually good. The cover is embossed in colors, with an attractive photograph tipped on within an embossed panel. The inner pages are printed from half-tones on plate paper, afterward roughed. The work was designed by the Ferry-Hanly Advertising Agency and printed by the Union Bank Note Company. Another exceptionally high-class specimen is a book descriptive of the R. A. Long building, printed in gray and black, with touches of yellow-orange on some of the pages.

FIRST AID TO THE EMBARRASSED.

When a tall man with the eye of a ferret and the step of a sleuth, who has been on your trail for several days, finds you in, and has you cornered in your own library, and remarks, "I am a bill-collector, Mr. Binks."

Answer.—"Are you, indeed? How very interesting! So am I! I fancy I have the largest collection of unpaid bills in this community, and I take a special pleasure in showing them to those who may be interested. Now as a connoisseur in bills, you will appreciate this charming little bit from my grocer. See with what grace he has etched that little allusion to three pecks of potatoes there on the third line. And that engrossed 'please remit'—have you ever seen that mystic, not to say cryptic, intimation more beautifully suggested?" etc., until your visitor flees.

When your landlord, suddenly entering your room for which the rent is two months overdue, finds you busily engaged in screwing your trunk to the floor and stands gazing at you in speechless wonder.

Answer.—"I am very much afraid, Mr. Swallowbox, that the constant moving of my trunk up and down the floor by your very vigilant sweep in her daily and relentless search for dust has seriously annoyed my good neighbors the Blitherses in the apartment below, and I am, therefore, fastening it to the floor a bit more securely, so that the maid may be unable to move it. I know from past experience that there is nothing so trying to the nerves of a tired man or woman as the impression sometimes gained, even in first-class homes like this one of yours, that the apartment above has been turned into a scenic railway, with trunks instead of cars to accommodate passengers."

When you have secured the afternoon off to attend the funeral of your grandmother and find yourself seated next to your employer on the grand-stand at the ball game, who greets you with a questioning glare.

Answer.—"She; too, was fond of the game, Mr. Slobbers. Why, would you believe it, when her will was read this morning, among other bequests to me, her favorite grandchild, was a rain-check admitting me to to-day's game, coupled with a last dying request that as a memorial to her I should forget my grief and come here to cheer the Giants while she was carried to that bourne whence no traveler e'er returns? Repugnant as pleasure of any kind is to me at this time, so great is my affection for her that I am here, steeped in woe, but ready to do my little for her sake to spur the champions on to—play ball!"—*Harper's Weekly.*

A Cover-Page Contest



THE STAR TOOL MANUFACTURING COMPANY, of Springfield, Ohio, manufacturers of the popular **Star Composing Stick**, announce a Cover-page Contest, to open November 1 and close January 15. The subject is a cover-page for a catalogue, and valuable prizes are offered for the designs selected for first, second and third places, with honorable mention for the next ten. The results of the contest, together with photographs of the prize-winning contestants and reproductions of a portion of the designs submitted, will appear in the March issue of *The Inland Printer*.

The Copy

The Star Composing Stick, "a tool of quality for particular printers." Manufactured by the Star Tool Manufacturing Company, Springfield, Ohio, U. S. A.

The Rules

The size of the page is to be 6 x 9 inches, but the size of the form may vary according to the taste of the compositor. Six proofs are to be submitted, mailed flat, in two colors, five of the proofs to be on the cover-stock selected by the contestant, and one proof on white stock for reproduction. The contestants may arrange the copy as they see fit, but no words are to be omitted, and none added. The reading matter must be printed from type, but any stock ornaments or other decoration may be used. The contest is open to all, and each contestant may submit as many designs as he sees fit. All entries must be sent to the Star Tool Manufacturing Company, Springfield, Ohio.

The Awards

First Place: Three German silver Star Composing Sticks, choice of any sizes up to 12-inch, and one 12-inch German silver Line Gauge. Each stick to have the name of the winner engraved thereon, and the set to be inclosed in a neat case.

Second Place: The same set, in brass.

Third Place: The same set, in nickel-plated steel.



A Child's First Book

By Mrs. J. C. [illegible]

Illustrated by [illegible]

Published by [illegible]

London: [illegible]

18[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

NEWSPAPER WORK



BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

Ad.-Setting Contest No. 30.

FOR THE INLAND PRINTER'S thirtieth ad.-setting contest we will use the copy sent in by a compositor in Washington, New Jersey—Harry E. Shrope. There is not very much to the ad., but it has excellent possibilities for attractive display. Here is the copy:

A Book of Style, Fall and Winter, 1910-11, is yours for the asking. Our catalogue, with its handsome illustrations, is ready for distribution. It is an absolute authority on correct dress for this Fall and Winter. A guide for you in the selection of your outer garments. Drop us a postal and we will send it by return mail. The David Straus Company, 681-687 Broad street, Newark, N. J.

The same rules which have so successfully governed previous contests will apply to this:

1. Set 26½ ems pica (two columns) wide by 5 inches deep.
2. Each contestant may enter as many specimens as he desires.
3. The compositor is at liberty to change the arrangement of the copy, but must neither add nor omit any portion or words.
4. No illustrative cuts allowed. Material used to be limited to type, border, rule and such cuts and ornaments as are furnished by typefoundries in series or as parts of border and ornament fonts.
5. One hundred printed slips of each ad. to be mailed flat to "O. F. Byxbee, 324 Dearborn street, Chicago."
6. Use black ink on white paper, 6 inches wide by 7 inches deep, exactly.
7. Write plainly or print name of compositor on one slip only, which should be enclosed in the package.
8. Each contestant must enclose 20 cents in 2-cent stamps or coin, to cover the cost of mailing to him a complete set of the specimens submitted. Canadian dimes may be used, but not Canadian stamps. If two or more designs are entered, no extra stamps will be required.
9. All specimens must reach me not later than December 15, 1910.

The sheet with the compositor's name and address, and the stamps or coin, should be enclosed in the package of ads. and not sent in a letter. The usual plan of designating the best ads. will be followed: A complete set of all the specimens submitted will be mailed to each compositor within a few days after the close of the contest; and the compositors themselves will act as judges, each being requested to select which, in his judgment, are the best three ads., and those receiving the largest number of points will be reproduced in THE INLAND PRINTER, together with the photographs and biographical sketches of the compositors who set them. Three points will be accorded each ad. selected for first place, two points for each second choice, and one point for each third. Contestants should read the rules very carefully and see that each provision is fully complied with, as failure to meet the conditions may debar their work. Special care should be taken to have the size of the paper correct, as one ad. on paper too long or too wide would make every set inconvenient to handle, and any such will be thrown out. Particular note should also be made of the date of closing, as ads. received too late can not be accepted. Where a compositor enters two or more ads.,

and they are mailed at the same time, each set of specimens should be wrapped separately, and the several sets enclosed in one package. THE INLAND PRINTER is able to reproduce only a limited number of the ads. submitted, so that those who do not participate are missing much of the benefit to be derived from a study of the various styles of display in a complete set. There will be one hundred sets of ads., and, should the number of contestants be unusually large, the sets will be given to the first one hundred who enter, so that the advisability of submitting specimens early is apparent. This is dandy copy and a small ad.—let everybody "get busy" and make this the biggest contest of them all.

Seventy-five Years Old.

The Philadelphia *Public Ledger* celebrated its seventy-fifth anniversary with a special issue of eighty-two pages. This was considerably larger than was originally intended, as the publishers say that "mere bigness is not a test of achievement in journalism," but the coöperation of the business community was so liberal as to compel the use of many additional pages. The man who bought this issue of the *Ledger* received more than twice the value of his money in white paper alone.

Only One Missing.

At a recent meeting of the McKean County (Pa.) Publishers' Association, held in the St. James Hotel at Bradford, every paper in the county was represented except the *Mount Jewett Herald*. Enthusiastic discussions were indulged in on several subjects, including plate-matter and the postoffice ruling relating to delinquent subscriptions. A committee was appointed to investigate the advertising feature inaugurated by the American Press Association, which was presented to the meeting by James H. Lee, manager of the Buffalo branch of the American concern.

Open-space Advertising Contracts.

Wallace H. Gilpin, publisher of the *Orleans County Monitor*, Benton, Vermont, sends a copy of his rate-card, which is reproduced, and writes: "Noting several styles of rate-cards and more or less discussion regarding them, I take the liberty of sending you one that is in force in this office. It seems to me to be very simple and yet quite comprehensive, and we find it works very well. What is the objection? Is it not a great advantage over any sliding-

ADVERTISING RATES

After December 1, 1909, the following rates for advertising space in the Orleans County Monitor will be in force. Space to be used in one year. Ordinary display composition. Position extra. Copy of paper furnished during term of advertising.

1800 inches or over	800 to 1500 inches	250 to 800 inches	100 to 250 inches	50 to 100 inches
11c. per inch	12c. per inch	12½c. per inch	14c. per inch	15c. per inch

Advertising Reading Notices 10 cents per line each insertion. Reasonable amount of free reading notices for Entertainments and Auctions, in one town, when job printing for entertainment is done at this office. Short time advertising, according to space and composition necessary, from 15 cents to 50 cents per inch. Classified advertising on page 1: Two cents per word first insertion, one cent per word each subsequent time. Posting, Extra and other notices of like character \$1 for three insertions. Card of Thanks 50 cents. Resolutions \$1. Business Cards: One-half inch, \$3.50 per year, one inch \$6. Legal Notices, 10 cents per line for three insertions.

Wallace H. Gilpin

Publisher Monitor.

An open-space rate card.

scale card and most flat-rate cards?" The open-space rate is becoming more and more popular. While the flat rate is conceded by every one to be at least the most easy to figure, it is hard to convince the large local advertiser that he must pay as much per inch as the man who uses three or four inches one time or only occasionally—and he certainly has a strong argument on his side. The open-space rate is a sort of middle ground between the old-style graded

card and a flat rate; it gives discounts on quantity which seems wise and equitable. The principal objection to this rate is found in the advertiser who will contract to use a large number of inches in a year in order to get the lowest rate, and then only use a half or a quarter the agreed number. What does Mr. Gilpin do with such advertisers? What have other publishers done under similar circumstances? Suppose we have an exchange of experiences on this point.

Another of the Western Iowa Awards.

Last month we published the ad. which was awarded a loving-cup by the Western Iowa Editorial Association as being the best submitted in a contest under its auspices. This month we show the first pages of the papers which were adjudged entitled to first and second places from the standpoints of "make-up, presswork, classification of matter, display of ads. and general appearance." The *Fremont County Herald*, of Sidney, was given first place, and the *Adair News* second. The judges evidently had some difficulty in reaching a decision between the two papers, as

middle column. This certainly tends to spoil the effect of good make-up and gave the *Herald* a shade the better of the argument.

Firemen Cause a Special Issue.

Special issues are becoming more and more popular and all kinds of excuses are found for publishing them, and they are given all kinds of titles. On the occasion of the nineteenth annual parade and inspection of the Lestershire Fire Department the Lestershire-Endicott (N. Y.) *Record* published a special issue. It didn't have any given title, but it was a special issue all the same. It had a lot of extra pages, filled with one-time advertising, and was enclosed in four pages of light green paper, these four pages being appropriately printed in a bright red.

Western Newspaper Union Expands.

The recent absorption of the New York Newspaper Union, embracing the Southern Newspaper Union and several other branches, by the Western Newspaper Union, has given the latter concern practical control of the ready-

The Fremont County Herald



Awarded first place as best arranged newspaper by Western Iowa Editorial Association.

each has its commendable features. The two first pages shown may not be from the identical issues submitted to the committee, but a comparison of these two would indicate that the *Herald* has a little the best of the *News*, notwithstanding the latter's display heads, which are more advisable than the single-line heads for a first page. In the original of the *News* there was a slight variation in color, while that of the *Herald* was very even. Most publishers object to running two heads opposite each other, as they appear in the middle of the *News* page, and this may have weighed against it with the judges. If it was the intention to have these heads opposite, the make-up should have used more care, as one is a line above the other. As to the inside pages both papers are about equal. While both have advertising in each corner of nearly every page, the *News* goes a step further and has several ads. in the



Awarded second place in the Iowa contest.

print industry in America. The plans of the Western management, it is reported, contemplate a vast improvement in the service to country weeklies, and encouragement will be given the owners to effect other changes in the get-up of their papers which will enhance their value and bring greater profit. Wright A. Patterson, editor-in-chief of the Western Newspaper Union, spent some time in the South recently looking over this field, with the purpose of putting into effect an entirely new system of service.

Set by a "Windy City" Graduate.

Giles W. Farris, managing editor of the Mangum (Okla.) *Star*, writes: "I am enclosing a two-page ad. which was set in this city by a party who claims he learned the trade in the 'Windy City.' Please criticize it and oblige." The "Windy City" is "some town," and has as choice a

Criticisms of Ad.-Display.

its use was unnecessary) there would have been room for more space between the remaining two words in this line, where it was badly needed. Among a large number of very creditable page and half-page ads. submitted by Ray B. Nicol, of Milford, Iowa, is one which is reproduced (No. 3), as it shows how a difficult piece of copy was exceptionally well handled.

An Educational Special.

"South Dakota Schools for South Dakotans" was the slogan of a special issue of the Yankton (S. D.) *Press and Dakotan*, published during the summer. This was an exceptionally good idea and was enthusiastically responded to by every educational institution in the State. It is an unselfish object—that of keeping the young people within the borders of one's own State—but aside from this it affords an opportunity to secure some good-sized ads. and

No. 1.—Two subjects well handled in one ad.

No. 2.—Reversing the usual panel arrangement.

ment of two subjects in a single ad. If the three lines pertaining to the R. H. S. scrap-book had been enclosed in a panel it would have relieved the sameness of the display. No. 2 is another of Mr. Starr's ads. and shows a pleasing way of handling a cut in a small ad. This reverses the usual custom and places the reading matter instead of the cut in a panel. If the comma after "Reig" had been omitted (and

No. 3.—A difficult full-page ad.

at a time of the year when advertising is hard to get. This number carried eleven quarter-page ads., and a number of smaller ones, from educational institutions, and in addition to this had several orders for large quantities of papers. Knowing how thoroughly such a number would be read by these institutions, manufacturers and dealers in school supplies ought to be liberal advertisers.

A Souvenir Edition.

The Sterling (Ill.) *Standard* recently published a "Souvenir Edition," illustrating Sterling and Rock Falls, "the beautiful twin cities of the Rock River valley." It was printed on enameled paper and was filled with exceptionally well-printed half-tones.

Chicago Papers Reduce Price.

In the "Windy City" the 2-cent paper has passed into history. On October 3, the *Tribune*, *Record-Herald* and the *Inter Ocean*, all morning 2-cent papers, cut their prices in half, making each a penny paper. About a week previously the only Chicago 2-cent evening newspaper, the *Post*, started the ball rolling by a cut to 1 cent. The *Examiner*, which was the only 1-cent morning newspaper in the city, had made sensational strides in circulation and

advertising patronage, and it is not altogether unlikely that this largely influenced the action of the publishers of the several newspapers making the cut. A merry war for circulation has now begun, and from several newspaper buildings premiums of every description are being showered upon those who bring in the largest number of subscribers. Among these premiums are thousands of dollars in gold, farms, flat buildings, automobiles, diamonds, etc. And the war is just in its infancy.

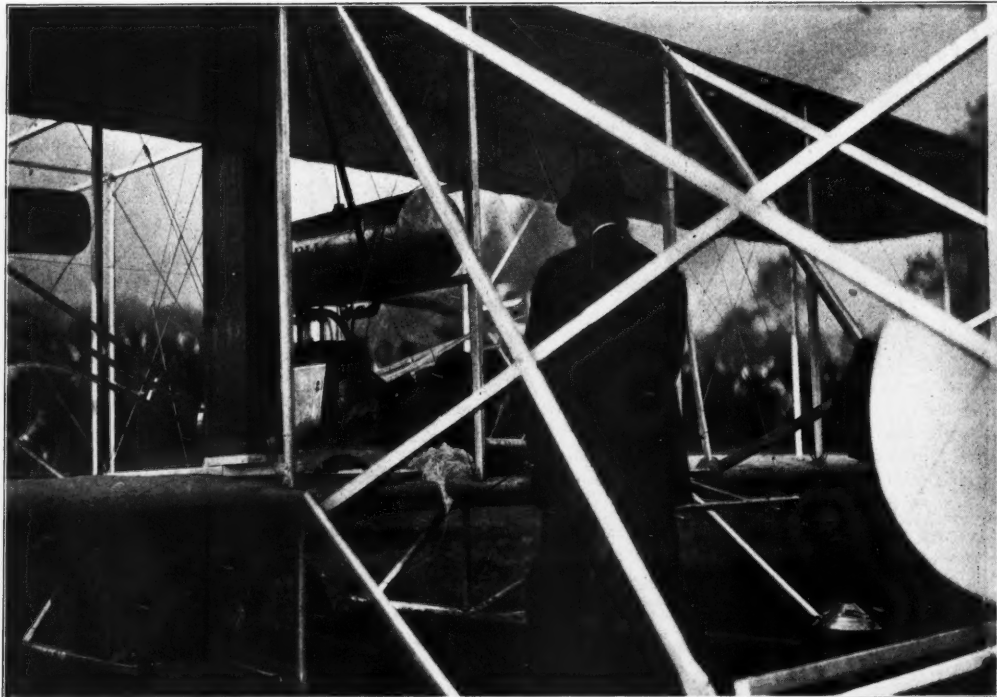
Chicago to Springfield by Biplane.

Walter Brookins won a \$10,000 cash prize offered by the *Chicago Record-Herald* by making a most remarkable air trip from Chicago to Springfield, Illinois, in a Wright

Werner, editor of the *Gulfport Journal*, unlawfully conspired to get the highest rates possible for the official city printing, and that they agreed to divide profits between them. The editors have entered denial to the charges.

New Sunday Paper.

With the installation of a new Hoe press, with a capacity of twenty-four thousand an hour, the *Kankakee (Ill.) Republican* announces a Sunday edition. Heretofore the *Republican* has published every evening except Sunday, but with the advent of the new Sunday morning paper it will discontinue its Saturday evening edition. The *Republican's* circulation is now averaging 6,250 and it is expected that the new move will swell this figure considerably.



CHICAGO-TO-SPRINGFIELD FLIGHT FOR \$10,000 PRIZE OFFERED BY THE CHICAGO RECORD-HERALD. Wilbur Wright, inventor, is giving "B 14" a final inspection before the Chicago-Springfield flight. Walter Brookins is examining one of the steel guy-ropes at back of machine. September 27, 1910.

Photo by J. St. C. McQuilkin.

biplane. It is quite natural that the newspapers should take the lead in offering prizes that will develop what is evidently destined to become a popular amusement, if not of actual service in war and in transportation. Brookins gave several most successful exhibitions in Chicago previous to his Springfield trip, and these were also under the auspices of the *Record-Herald*. With only two stops, he made his trip to Springfield, a distance of 186 miles, in less than six hours, maintaining an average speed of 32.7 miles an hour.

Editors Indicted on Anti-trust Law.

What is said to be the first case on record of an editor having been caught in the meshes of the anti-trust laws developed at Gulfport, Mississippi, recently. An indictment has been returned by the grand jury charging that A. G. Osoniach, editor of the *Gulfport Record*, and Louis

Newspaper Criticisms.

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Corning (Kan.) *Gazette*.—The make-up shows commendable care and ads. are all well displayed. You are inclined to use borders which are too heavy for the size of the ads.

Napanee (Ind.) *News*.—You certainly have the right idea on ad. display and the make-up is commendable, your first page being particularly attractive. A little more ink would improve the presswork.

Whitley County *News*, South Whitley, Indiana.—When you keep the second part of your display heads within four lines they look well. Ads. are fairly well displayed, but there is a slightly uneven distribution of ink.

West Fort Meade (Fla.) *Leader*.—I can but repeat my comment of last June, "Watch your presswork." The issue before me is badly offset and the color is very uneven. You have made wonderful gains in advertising.

Washburn (N. D.) *Leader*.—The first page of your paper shows a most commendable make-up for a town of only six hundred. You should avoid

running a heading at the bottom of a column, as you did in the fifth column, and never run the last line of a paragraph at the top of a column unless it is a full line. You should have filled this fifth column with a two-line local item and started "Conklin Correspondence" at the top of the sixth column. There would be no objection to running single heads at the tops of the second, fourth and sixth columns. "Additional Local" should never be run on a page preceding the regular local department. It would be better to avoid the use of this head altogether, using the line "Local News" as often as necessary. The putting of heads on local items of six or more lines is a good feature. Ads. show good judgment.

Two Clarksburg Dailies Suspend.

Within two weeks during September two daily newspapers at Clarksburg, West Virginia, suspended publication. The *Daily and Weekly Herald* was the first to go out of business. Two weeks later the *Daily and Weekly News* ceased publication. There were four daily papers published at Clarksburg, which evidently were too many for the field.

Housewarming Edition of the Columbus Dispatch.

To celebrate the occupancy of its elaborate new home, the Columbus (Ohio) *Dispatch* issued "the most elaborate and extensive special edition of a newspaper ever pub-

lished." An examination of the issue appears to bear out this claim. It consisted of 202 pages divided into nineteen sections. Included in these sections was an exact reproduction, full size, of the first issue of the *Dispatch*, July 1, 1871. This consisted of four six-column pages, and it is quite a jump from four to 202. Every section of this remarkable edition shows the marks of the careful planning and tremendous energy which has made the *Dispatch* the great success which it is.

The Man—The Field.

The effort of THE INLAND PRINTER to place deserving young men with small capital and the ability to conduct a newspaper in promising fields where their money and brains may be used to the best advantage is still meeting with success, and every month brings letters of inquiry regarding both the men and fields which have been described. Another new field is added to the list this month:

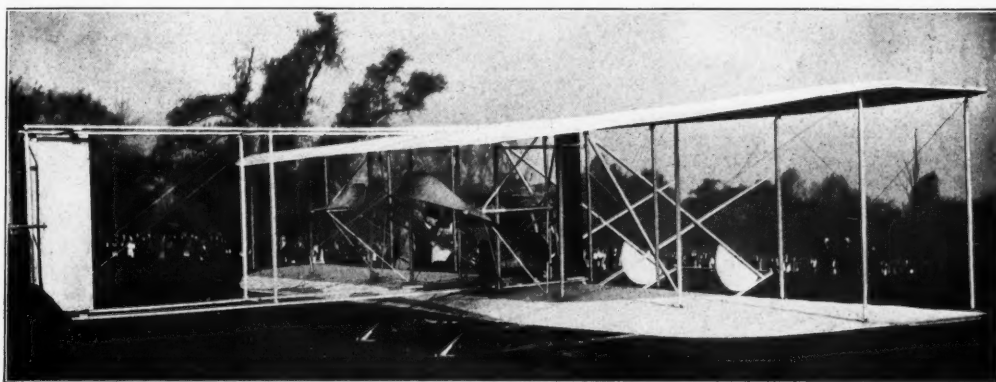
Field No. 9 (Georgia).—There is a fine opening for an up-to-date, progressive newspaper man in a city of six thousand, in the State of Georgia. A paper that used to be the leading paper in this part of the country can be bought for about half price, as it has been run down, but can be built up very rapidly, as the only competitor is a man who is not popular at all, but has the field just as he wants it. The county is composed mostly of white people, and it is doubtful if there is a better county in the whole Southern States than this for a newspaper field. The

right man can make extra good, and it is a field that will be covered just a little later by a man in its own city if some one else does not come in soon.

Let others send in the description of fields where there are good openings for newspapers, and those men who have saved a few hundred dollars toward the object of their ambitions should state their qualifications and the amount of money they have or could command. No names will be published, but interested parties will be placed in communication through correspondence with the editor of this department.

Linotype Ad.-Setting Contest.

Fifteen hundred dollars in cash is offered by the Mergenthaler Linotype Company for the best nine full-page department store ads. composed on the Linotype. This remarkable offer is so arranged that every newspaper office having one or more Linotypes may compete. The offices are divided into three classes: Class A, one to five machines; Class B, six to eleven machines; Class C, twelve or more machines. In each class there are three prizes—\$250,



CHICAGO-TO-SPRINGFIELD FLIGHT FOR \$10,000 PRIZE OFFERED BY THE CHICAGO RECORD-HERALD.

H. H. Kohlsaat is reading the *Record-Herald* with Wilbur Wright. Walter Brookings (in light suit) is looking on.
Photo by J. St. Clair McQuilkin, September 27, 1910.

\$150 and \$100. A portion of each prize goes to the foreman and the remainder is divided among other participating employees in such proportion as the employees shall elect. The prizes are certainly liberal enough to assure creating immense interest, and dividing the offices into three classes brings them within the reach of all, even if an office is equipped with only one machine. Specimen ads. may be submitted any time during the month of November, each specimen to be accompanied by an entry blank which is furnished by the company.

News Notes.

A NEW labor paper will be started at Cheyenne, Wyo.
THE Buckhannon (W. Va.) *Delta* is now issued semiweekly.
THE Chester (Pa.) *Morning Republican* is building a new home.
E. F. BUSSEY has severed his connection with the Phelps (N. Y.) *Citizen*.
AT Jackson, Tenn., the *Whig-Dispatch* has been merged with the *Daily Sun*.
AFTER six months of life the Albany (Ore.) *Citizen* has suspended publication.
AFTER several months of slumber, the Jackson (Tenn.) *Democrat* has been revived.
AT Macomb, Ill., the *Eagle*, a weekly, will begin the publication of a daily edition.
JOHN T. CLEMENTS has severed his connection with the Stevens Point (Wis.) *Journal*.
THE management of the New York *Ledger*, a weekly Democratic paper, is now issuing a daily.
G. A. STERLING, of Webster, S. D., has assumed management of the Maiden Rock (Wis.) *Press*.

A NEW home soon will be erected for the Davis (Cal.) *Enterprise*, of which F. H. Scott is editor.

A PETITION to force the sale of the Boston *Herald* is pending in the United States District Court.

ROBERT M. BUCK, of the *Daily News*, was recently elected president of the Chicago Newspaper Club.

THE Hopkinsville (Ky.) *New Era* is now being issued from its new home, which is said to be a beauty.

ON October 5 an attempt was made to burn the Messenger Publishing Company's plant, at Mayfield, Ky.

M. T. LIEWER has sold his interest in the Bloomfield (Neb.) *Germania* to his partner, Frank Wiederman.

F. J. BRETTLE has disposed of his interest in the Danville (N. Y.) *Advertiser* to his partner, J. W. Burgess.

THE *Commercial Times* (daily) has been taken over by the Chicago *Examiner* and merged with that paper.

THE Woman's Press Club, of Cincinnati, in a recent meeting elected Miss Alma H. Fick president for the ensuing year.

P. F. McGARVEY is again in the newspaper business. He is secretary and managing editor of the McAdoo (Pa.) *Herald*.

THOMAS MAXWELL, editor of the Fremont (Ohio) *Journal*, is a candidate for state representative on the Republican ticket.

JAMES GRAY, a well-known Minneapolis newspaper man, has been nominated for governor of Minnesota by the Democrats.

CORNELL UNIVERSITY will erect a memorial tablet to the memory of the late Goldwin Smith, the famous Canadian publicist.

GEORGE R. KOESTER, according to rumor, will head a company to be organized for the purpose of publishing another morning paper at Columbia, S. C.

A PROHIBITION weekly will be started at Kansas City, Mo., by Judge William H. Wallace, president of the Constitutional Amendment Association, of Missouri.

GENERAL OTIS, of the Los Angeles *Times*, was arrested recently on the charge of criminal libel, sworn out by Andrew Gallagher, a San Francisco labor leader.

JAMES SLOCUM, manager of the *Gleaner*, a well-known Michigan farm journal published at Detroit, has sold his interests in the paper and removed to California.

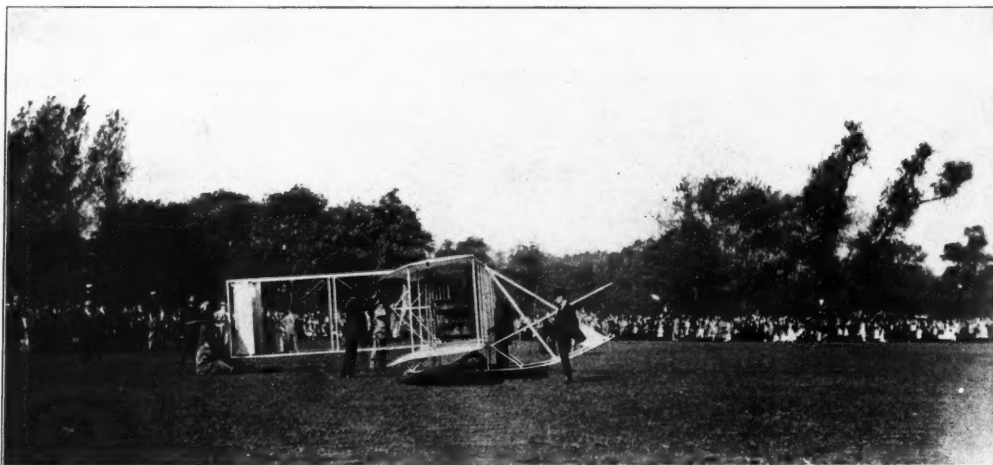
THE Dallas (Tex.) *News* and the local typographical union simultaneously celebrated their silver anniversary last month, each extending congratulations to the other.

GEORGE H. GALL, formerly a Washington (D. C.) newspaper man, has been appointed secretary of the bureau which the Dominion of Canada is to establish at Washington.

WILLIAM WATSON, editor of the Bristol (Pa.) *Weekly Courier*, issued his first daily edition on October 3. This is the second time editor Watson has ventured on the daily field.

JACKSON, MISS., is said to be chosen as a location for a plant of the Western Newspaper Union. The Vicksburg plant was closed recently after having been purchased by the Western.

ON ACCOUNT of increased cost of labor, print-paper and other expenses, the *Times*, the *Advocate* and the *Tribune*, three Tipton (Ind.) daily papers, have raised their subscription rates from \$2 to \$2.50 a year.



CHICAGO-TO-SPRINGFIELD FLIGHT FOR \$10,000 PRIZE OFFERED BY THE CHICAGO RECORD-HERALD.

One minute before the flight to Springfield, September 27, 1910. Brookins has hand on mechanism. Wilbur Wright is walking toward rear of biplane. Assistants are about to turn the propellers, while others are holding the machine from starting on the ground while motor is turning.

Photo by J. St. C. McQuilkin.

SUPPORTERS of Congressman John W. Dwight are said to be negotiating for the purchase of the Binghamton (N. Y.) *Herald*.

EDITOR SWISHER, of the Mt. Jewett (Pa.) *News*, was recently victimized by an employee through forged signatures to checks.

THE Indianapolis *News* is installing automobile trucks for the delivery of its entire city circulation to news-stand supply stations.

ALBY MCKENZIE and Congressman L. B. Hanna are said to be the backers of a contemplated new morning newspaper, at Fargo, N. D.

THE plant of the Times-Democrat Publishing Company, New Orleans, La., was destroyed by fire on September 30. Loss, \$125,000.

ON October 18, the Baltimore *Journal*, a German daily, with its Sunday edition, was sold at auction by order of the Court of Equity.

W. S. McLOUGHLIN is at the head of a movement to start a Democratic daily paper at Pittston, Pa. The paper will be called the *Herald*.

TO CELEBRATE its first anniversary under Fred Newell's management, the Canton (Pa.) *Sentinel* began its second year as an all home-print paper.

"TODY" HAMILTON is back in New York city, and, in association with several old friends, will begin the publication of the *International Inventor*.

JOSEPHUS DANIELS, editor of the Raleigh (N. C.) *News and Observer*, was recently assaulted on the streets by State Senator W. B. Jones. Politics.

R. E. GRIFFING, who has been in the employ of the Marion County *Progress*, at Columbia, Miss., will shortly publish a newspaper at Anger, Miss.

THE Montreal Star Publishing Company has been sued by the Montreal Street Railway Company for \$100,000 damages, for alleged libelous statements.

C. W. POST, the Battle Creek cereal food manufacturer, has filed libel suits for \$100,000 against the Chicago *Inter Ocean* and G. W. Hinman, its editor.

IN the opening week's enrollment of the school of journalism, at the University of Missouri, eighteen States and two foreign countries were represented.

FRANK H. SEARS has sold his interest in the Willard (Ont.) *Telegraph* to his partner, L. B. Duff, and entered the employ of the Toronto Type Foundry.

GEORGE A. MURRAY purchased, at bankrupt sale, the plant of the Clarksville (W. Va.) *News*, including the subscription list. The price paid was \$5,000. The newspaper resumed publication during the past month.

THE East Side Newspapermen's Association is a new organization, composed of Madison, Alton, Edwardsville, Venice and Granite City (Ill.) newspaper men. C. M. Allegre is the president, and A. H. Willis, secretary.

M. C. LOUGH has tendered his resignation as editor of the Fairmont *West Virginian*. L. M. Davis, manager of the *West Virginian*, has purchased the Fairmont *Free Press* and will continue its publication as a weekly newspaper.

H. D. CAMPBELL is to retire from the newspaper field in Lima, Ohio. His stock holdings in the *Republican-Gazette* have been purchased by several local capitalists. Mr. W. A. Campbell will be given management under the new régime.

AT Watertown, N. Y., the *Saturday Liberal News*, a new publication, printed the picture of a barroom in which a murder was said to have been committed. The reporter got the wrong barroom and the paper is now fighting a libel suit.

FORMER Mayor H. A. Schunk has begun suit against the Smith-Morgan Printing Company, publishers of the Dubuque (Iowa) *Times-Journal*, and J. S. Morgan and J. H. Smith, defendants, for recovery of \$100,000 damages for alleged libel.

AN amendment of the St. Paul (Minn.) city charter is expected soon, looking toward the publication of municipal proceedings in any legal newspaper, including weeklies. Under the present charter the proceedings must be published in dailies only.

THE Roselle Park (N. J.) *Review* is tussling with the borough council over a dispute as to the payment of bill for printing legal notices. The mayor is opposed to payment on the ground that the paper is not a legal newspaper, not having been in existence a year.

As a reward for helping to clean up the police force and for effective campaigning against indecency in city government, it is said, for the first time in twenty years, the city printing of Wichita has been taken away from the *Eagle* of that city by the county commissioners.

J. L. WILSON, who for the past several years has been editor and publisher of the Collinsville (Tex.) *Times*, is now located at Sherman, Tex.,

and will begin the publication of a Democratic weekly newspaper. It is understood that Col. E. K. Rudolph will take charge of the Collinsville *Times*.

The county commissioners have been restrained by temporary injunction from contracting with the Niles (Ohio) *Independent* for the printing of their annual report. The injunction proceedings were brought by Editor Horace Holbrook, of Warren, Ohio, who claims the *Independent* is not a newspaper of general circulation.

THOMAS S. RUCKER, who is now publisher of the Benton (Mo.) *Democrat*, and who was arrested some time ago on the charge of grand larceny preferred by George H. Adams, president of the Helena (Ark.) World Publishing Company, has been acquitted by the court. Mr. Rucker had been business manager of the World company and was charged with misappropriation of funds.

A TEMPORARY injunction, restraining the officials of the Illinois Publishing Company from electing officers, was granted on application of Mrs. Matilde R. Michaelis, widow of Walter R. Michaelis, publisher of the *Staat Zeitung*, the *Freie Press* and the *Westun und Dacheim*, at Chicago. Mrs. Michaelis alleges that an effort is being made to deprive her of a controlling voice in the management of the papers.

THE typographical union of Houston, Tex., has appointed a committee to cooperate in welcoming the newspaper men of the State on "Press Day," at the state fair this month in Houston. The *Chronicle* of that city highly commends the move, saying: "Here is where the members of typographical union will shine, for a better lot of glad-handers is not to be found in Houston than the boys who work at the cases and the big typesetting machines."

Changes of Ownership.

Caw City, Okla.—*Star*. Sold to Jack Frost.
 Wathena, Kan.—*Times*. Sold to C. W. Ryan.
 Ola, Ark.—*News*. M. L. Martin to W. S. Daniel.
 Hartley, Iowa.—*Journal*. I. A. Dore to E. B. Peck.
 Osceola, Ark.—*Press*. J. F. Coss to G. R. Rinehart.
 Farnam, Neb.—*Echo*. H. B. Hicks to W. H. Berger.
 Kaw, Okla.—*Tribune*. Chas. Spencer to B. W. Frost.
 Volin, S. D.—*Advance*. H. G. Fox to Hardy Carlson.
 Asherton, Tex.—*News*. W. W. Harris to F. M. Jones.
 Spring City, Pa.—*Sun*. Isaac Carney to W. C. Taylor.
 Gage, Okla.—*Record*. J. W. Harp to W. F. Munsey.
 Ossian, Iowa.—*Bee*. Heck & Schmitz to T. F. Schmitz.
 Temple, Tex.—*Times*. J. F. Crouch to E. K. Williams.
 Woonsocket, S. D.—*Times*. Geo. A. Clark to Delos Hall.
 Wilton, N. D.—*News*. E. A. Hull to Rev. G. W. Stewart.
 Celina, Tenn.—*Messenger*. Chas. P. Gray to M. L. Fowler.
 Lockwood, Mo.—*Missourian*. A. J. Young to M. O. Morris.
 Dwight, Kan.—*Spirit*. W. C. Coates to Gideon Daeschner.
 Gayville, S. D.—*Observer*. J. W. McKay to T. B. Guthrie.
 Lapel, Ind.—*News*. W. E. Cascadden to Lawrence E. Fair.
 Hopkinsville, Ky.—*Independent*. A. J. Casey to F. R. Dorr.
 Emery, S. D.—*Enterprise*. Bert Schroeder to Matt Michels.
 Clay Centre, Neb.—*Patriot*. J. G. Jessup to Paul T. Seely.
 White Cloud, Kan.—*Globe*. E. L. Marker to Anna Mallova.
 Clarksville, Ark.—*Democrat*. F. D. Vore to R. D. Holbrook.
 Waynoka, Okla.—*Tribune*. L. S. French to M. L. Springer.
 Adrian, Minn.—*Democrat*. A. J. Schaeffer to M. E. Mehrten.
 Heber, Ark.—*Headlight*. E. G. Spellman to Claude Snowden.
 La Grange, Ky.—*New Era*. B. Rowlett to G. W. Peak & Son.
 Keokuk, Iowa.—*Post-Anzeiger*. Geo. Henzel to Moser & Erber.
 Bridgewater, Iowa.—*Times*. Otto C. Putnam to F. V. Brower.
 Maryville, Wash.—*Globe*. Sold to Charles Bellows, of Stanwood.
 Irvine, Ky.—*Herald*. J. R. White to Estill Publishing Company.
 Linton, Tex.—*Headlight*. J. C. Russell to Rev. W. T. Barnhouse.
 Harrisonburg, Va.—*Daily Times*. B. M. Bushong to Seymour Paul.
 Kewaskum, Wis.—*Statesman*. Chas. E. Krah to Geo. H. Schmidt.
 South Haven, Mich.—*Citizens' Advocate*. Sold to Gazette Company.
 Cookeville, Tenn.—*News-Reporter*. Quimby Dyer to E. W. Johnson.
 Elmvale, Ont.—*Lance*. Walls Brothers to Charles Fraser, of Paisley.
 Greenuip, Ill.—*Free Lance*. Gar Borden to C. E. Carter, of Onarga, Ill.
 Halls, Tenn.—*The Graphic*. W. E. Newport to I. Smith and T. Garrett.
 Mason, Tex.—*Herald*. Sold to D. C. Bowles, formerly of the Eden Echo.
 Biggers, Ark.—*The Cherokee Headlight*. C. Lee Wilson to Mrs. Willis M. Bigger.
 Rockport, Tex.—*Tribune*. W. E. Branch and R. W. Bennett to John Sparkman.
 Brandon, Miss.—*News*. W. S. May to R. E. Steen and J. J. Flowers, of Florence.
 Bridgewater, Iowa.—*Times*. Otto C. Putnam has sold his interest to F. V. Brower.
 Nashville, Tenn.—*American*. Sold to Luke Lee and associates, who also control the *Tennessean*.
 Madison, N. J.—*Eagle*. Sold to J. E. Clarey, formerly editor of the Springfield (Mass.) *Courier*.
 Clarksburg, W. Va.—*News*. Sold to George A. Murray at bankrupt sale. Publication will be resumed.
 Independence, Mo.—*Sentinel* (daily and weekly). E. C. Gordon to a number of prominent Republicans.
 Hills, Minn.—*The Crescent*. Sold to A. A. Hanson, formerly part owner of the Hampton (Iowa) *Globe*.
 Lincoln, Neb.—*Star*. D. E. Thompson to Herbert E. Gooch. The *Star* is an evening paper with a Sunday edition.

Hudson, Wis.—*Star-Observer*. Sold to A. E. Reese, until recently owner of the Osceola *Sun*. The name of the paper has been changed to the *Star-Times*.

New Publications.

Flushing, N. Y.—*Messenger*.
 Meridan, Miss.—*News* (daily).
 Cascade, Mont.—*Courier*. Guy W. Fellows.
 Limestone, Tenn.—*Enterprise*. W. L. Piper.
 Merrimac, Mass.—*Budget*. Clifton B. Heath.
 Bridgeport, Sask.—*Free Press*. John Bremner.
 South Fort George, B. C.—*Herald*. J. B. Daniel.
 Caruthersville, Mo.—*Republican*. Frank Abernathy.
 New Bedford, Mass.—*Le Journal*. Recently started.
 New Castle, Pa.—*Post*. C. Burgess and L. E. Roberts.
 New Martinsville, W. Va.—*Wetzel Tribune*. C. O. Shaub.
 Morgantown, N. C.—*Burke County Beacon*. F. E. Bosworth.
 St. John, N. B.—*Sporting Life*. D. B. Donald and J. A. Bowes.
 Birmingham, Ala.—*Journal of Commerce*. Alvin Roberts, editor.
 Toronto, Ont.—*Farmers' Magazine*. MacLean Publishing Company.
 Batesburg, S. C.—*Tri-County Enterprise*. John Bell Towill, editor.
 Winnipeg, Man.—*Modern Power*. W. L. Williams and V. F. Parker.
 Stockton, Cal.—*Business Farmer and Irrigationist*. Geo. E. McLeod.
 Milwaukee, Wis.—*Manufacturer and Dealer*. Ex-Governor George W. Peck.
 Binghamton, N. Y.—*The Binghamtonian* (Sunday). Democratic News Company.
 San Dimas, Cal.—*Eagle*. H. H. Kinney, who purchased the plant of the Pomona (Cal.) *Times*.
 Grand Junction, Colo.—*Hornet* (daily). W. W. Chandler and Eli Admire. The *Advertiser* suspended some time ago.
 New York, N. Y.—*Paper* (trade paper, covering paper and pulp industry). Charles D. Jacobs heads the company publishing it.

Deaths.

Aurora, Ill.—C. H. Smith, one of the owners of the *News*.
 Allentown, Pa.—Matthew D. Goodman, editor of the Shenandoah *Herald*.
 Kansas City, Mo.—Witten McDonald, at one time owner of the *Times*.
 Richmond, Va.—John Wesley Avery, widely known Virginia newspaper man.
 Salisbury, N. C.—John M. Julian, editor of the *Evening Post* and leader in state politics.
 Pittsburg, Pa.—James Calvin Bergstresser, editor and proprietor of the *Insurance World*.
 Lima, Ohio.—Louis Ashton, former editor of the Spencerville *Journal* and *Lima Gazette*.
 Chicago, Ill.—Dennis J. Sullivan, president of the Sullivan-Blakely Printing Company.
 Littlestown, Pa.—Henry Miller, well-known printer and former publisher of the *Weekly Visitor*.
 New York, N. Y.—George William Lane, president of Nathan Lane's Sons, printers and stationers.
 Dedham, Mass.—Rev. Edward Warren Virgin, author and editor of religious, historical and geological works.
 Pittsburg, Pa.—Frederick B. Welty, a Civil War veteran, minister of the gospel and a pioneer printer of Pittsburg.
 Hanover, Pa.—Harry O. Young, managing editor of the *Record-Herald* and widely known in Pennsylvania newspaper circles.
 New Orleans, La.—Col. Augustus D. Battle, veteran newspaper man and Confederate officer. He founded the *Shreveport Times*.
 Denison, Tex.—Edwin A. Thompson, editor and owner of the *Daily Herald* and one of the best known newspaper men in Texas.
 Pittsburg, Pa.—John Thomas Stevens, day foreman of the *Dispatch* composing-room. He was one of the city's best known printers.
 Brooklyn, N. Y.—Frank M. Lupton, president of the F. M. Lupton Company, publishers of the *People's Home Journal* (suicide).
 Ingleside, N. Y.—Joseph Abner Harper, long a member of the publishing firm of Harper & Brothers and son of one of its founders.
 Albany, N. Y.—Thomas R. Ward, Sr., one of the oldest printers in the city. He was at one time foreman of the Argus Company's bookroom.
 Baltimore, Md.—Ferdinand Woldemar Fritsche, well-known journeyman printer, who was noted for his ability to set type in several languages.
 Milford, Ohio.—George W. Fishback, former editor and publisher of the St. Louis *Globe-Democrat*. He had been a close friend and political ally of President Grant.
 Washington, D. C.—J. A. B. Espey, for more than forty years employed as a binder in the Government Printing Office. He was one of the most popular men in the service.
 Greensburg, Ind.—Orville Thomson, veteran printer and newspaper man, who was connected with the Greensburg *Standard* three-quarters of a century ago. He was eighty-seven years old.
 Galveston, Tex.—Frank O. Millis, founder of Hatch, Millis & Co., printers. He was a thirty-second degree Mason, a member of the Knights of Pythias, Red Men and the typographical union, at Houston, where he had recently made his home.

GETTING OUR REVENGE.

Speaking of the whirligig of time and its way of bringing on revenges, you will note that whereas the Indians used to scalp us, we now skin them.—*Indianapolis News*.

MACHINE COMPOSITION



BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Removing a Mold-turning Cam.

A Massachusetts operator writes: "I will soon have to place a new mold-turning and vise-closing cam in one of the machines. Will you please tell me how to proceed, through THE INLAND PRINTER?" *Answer.*—1. Remove the pot balancing spring, pump lever spring and second elevator starting spring. 2. Remove the following parts: Pump lever, second elevator lever and second elevator cam lever, mold slide cam lever and ejector lever. 3. Remove the distributor shifter lever hub, first elevator cam and first elevator auxiliary lever and the second elevator safety pawl. 4. Lock the first and second justification lever springs with a small rod placed in the hole at the lower end of each spring rod. 5. Place a support under the metal-pot and remove the pot lever. 6. Loosen the set-screw of cam 10 and move it toward the gear cam a few inches. 7. Remove the column support rod and the cam shaft journal caps on both ends and lift out the cams.

First Elevator Trouble.

"As one of the regular subscribers of THE INLAND PRINTER, I want to ask your advice in regard to a little trouble the No. 5 Linotype machine has given me here. The first-elevator front jaw rubs against the intermediate or transfer bar when the elevator is at its highest point. It rather sticks before coming down to its natural position. However, this fault has been partly done away with by dressing with a fine file the transfer bar where it rubs. This condition of affairs has been the same for some time, though I believe it is more noticeable of late. Do you think this has harmed the machine any? Your suggestions will be greatly appreciated." *Answer.*—You should not have used a file on the part you referred to—in fact on any part of the machine. The condition you name is one that is always present, the top inside edge of front jaw always rubs on this bar. The remedy lies in rubbing a trifle of oil or vaseline along the front edge of this bar to reduce the friction. The reason for its sticking is due to the stress of the springs attached to the duplex rail levers. Rub a small amount of oil on the top edge of these levers and they will seat with greater ease.

Adjustment of Line-delivery Carriage.

A Chicago operator, in referring to a booklet issued by the Mergenthaler Linotype Company, writes: "On page 28 of 'Suggestions to Linotype Machinists' I notice that it states that the line-delivery carriage should be adjusted to stop thirteen-sixteenths inside the end of the elevator. This does not correspond to the adjustment given on page 194 in 'Mechanism of the Linotype,' published by THE INLAND PRINTER, which reads as follows: 'Last matrix should go inside the first-elevator jaws thirteen thirty-

seconds of an inch.' Evidently there is a mistake somewhere. Which is correct?" *Answer.*—The distance given in the "Mechanism of the Linotype" is correct; the inside edge of the short finger should pass the right edge of the first-elevator jaws thirteen thirty-seconds of an inch. The test is very simple: 1. Push back starting lever. 2. Release the carriage, and when it is full distance to the left, measure from outer edge of elevator jaw to the inner edge of short finger. This adjustment is seldom found wrong. On Model 1 machines the thickness of the leather washers on the piston rod gives this distance. On rebuilt Model 1 and on all others the adjustment is made by a set-screw against which the right-hand part of the carriage strikes.

Distributor Trouble.

A Louisiana operator describes a trouble existing on a Model 5 machine. "The distributor on our Model 5 is not working right. According to instruction in the 'Mechanism of the Linotype' the screws B, Fig. 13, are for adjusting the magazine in the proper relation, leaving one-sixteenth of an inch between the bottom of matrices suspended from bar and top of magazine entrance partitions. I can not get the one-sixteenth inch between, as by lowering the entrance the bottom of it falls below the magazine and causes matrices to clog. I can only get about two points between the parts mentioned, and I believe they are too close, often causing the distributor to stop. What causes a matrix to fall flat on two of partitions? Any help in the matter will be greatly appreciated. Using gas-engine power and running seven lines a minute." *Answer.*—The adjustment you refer to is intended for a Model 1 machine. You should not have changed your magazine adjustment, as your trouble is not due to the space at all; very likely it is due to the condition of the matrices or to the entrance guides. This you can readily ascertain by a close examination of the parts. Send in a number of lines and note how they distribute. This can be done by removing the channel entrance guide bar (L 264). The entrance guides should be straight and of equal distance apart. If you find that some of the matrices drop and fall flat they should be removed and kept out of the magazines. The speed of the machine should be at all times uniform, and is gauged by having the main pulley run no faster than sixty-eight revolutions per minute. This will give proper speed to distributor and will probably prevent further trouble.

Bent Matrices.

An Iowa operator writes: "I am enclosing a bent thin matrix from the upper magazine of a Model 4 machine. The trouble seems to be in the distributor box, and I believe the trouble lies in the font distinguisher. We replaced the rails, both upper and lower, also the bar in the box and on the second elevator. The matrix lift is also new, but it refuses to pick up the last matrix, should it happen to be a thin one. Another difficulty has given us no little grief, and that is the matrices striking the lower glass when assembling. For temporary relief I have inserted a patch on the inside of the glass. The first six or eight channels suffer most from this trouble. The rails on this part are the old kind, and I was told that if I got rails for a No. 5 machine it would overcome this, but the outside one is too long at the bottom and will not let assembling elevator come down far enough. Should I try to use them by dressing the bottom off, or should we get new rails for a Model 4?" *Answer.*—The matrix shows that its up stroke by lifter was interfered with by the distributor box bar point. It may be that in attaching the various parts the alignment of the matrix groove with the bar point has

been affected because some of the parts may not fit properly. Remove the box and place one thin matrix on the box bar; push this matrix in until it stops against the rails; now look downward and see if the groove in the matrix is in alignment with the point of the bar, as it should. This interference will cause the matrices to catch on the rails and to be bent by the screws as was done with the one you sent. Examine the matrix lift cam (G 333) and note if wear appears on the part that gives the outward movement to the cam roll. This part should be replaced with a new one if it shows wear. The spring between the two parts of the lifter lever should be removed and stretched if found weak. Examine each bent matrix on the side of the groove. The assembler chute rail (D 912) is the one designed for Model 4 machine. If the buffer strips are set so as to allow a slight clearance they will permit the assembling elevator to descend to proper position. Examine the top edge of the lower glass and if found nicked a new one should be put in at once.

The Cost of Producing Linotype Matter.

An operator writes as follows: "I am figuring on purchasing a Linotype and do machine composition for the trade. I am corresponding with one party who guarantees to furnish three hundred and fifty thousand ems per week and over. It is all straight matter with the exception of about thirty columns of baseball scores per week, one-half of it being half-measure. Now, what I would like to know is, about what to charge per one thousand ems for doing this work, I to furnish everything except floor-space, which would be rent free. He asks for a flat price on the scores, the tabulated work which runs from rule to rule. The balance of the type that is set on the scores, which includes the score by innings, is to be figured at single price. The work calls for 5½, 6 and 8 point bodies. He claims that the operator who is now doing his work on the baseball scores, averages, including the tops and bottoms, about eight scores complete to the hour. The operator's wages I figure at \$24 per week for eight hours a day." *Answer.*—To place yourself in a safe position you should take the matter up in this manner: Ascertain the expense you will be under for the first year by adding the following costs:

Wages of operators.....	\$.....
Insurance
Taxes
Rent of floor space.....
Cost of power and gas.....
Depreciation in metal.....
Depreciation on machine.....
Total	\$.....

Add to the above total an additional cost of from ten per cent to twenty per cent for office expenses and incidentals. From the foregoing you may see what expenses you are under. You should charge sufficient to net you ten per cent on the investment in order to be on the safe side. We judge from what we have learned from those engaged in the work that you must charge above 35 cents per thousand, flat rate, to meet the expense of producing that amount of matter, since a portion of it is double price, which you must do at a loss. In Chicago on a four-machine plant such work will cost about 35 cents per thousand straight single-price matter.

A New Slug-casting Machine—The Victorline.

The exhibition at the recent printing exhibition in London, England, of the Victorline composing machine, a slug-casting machine organized on the lines of the well-known Linotype, created a sensation which has not yet subsided. The manufacturer of this newcomer in the field of com-

posing machines is the General Composing Company, a Berlin (Germany) concern which has for years been the builders of the Monoline in Germany. They are, therefore, experienced manufacturers of this line of machinery and thoroughly familiar with the needs of printers and the requirements necessary to market a successful competing linotype machine.

The Victorline combines the basic principles of the Linotype, the patents on which have expired, together with many new and patented ideas which the manufacturers claim mark a long step in the advance of the art. Users, of course, will be little interested in mechanisms, demanding only that the product shall be up to a high standard,



THE "VICTORLINE" COMPOSING MACHINE.

the construction and operation of the machine reliable and the price reasonable. The General Composing Company answers all these requirements with the statement that the product of the Victorline is not only as good, but vastly superior to anything heretofore produced by any slug-casting machine. They point to their long experience as manufacturers of similar machinery as proof of their ability to produce a high-class machine, and their guarantee in this respect is ample enough to satisfy the most exacting. As to the price at which the Victorline is being marketed in Europe, it is the real sensation among printers. To be offered a machine of the class of the Linotype, two-letter matrices, quick-change magazine, universal mold, etc., at \$1,125 less than they have heretofore paid for a similar machine, is enough to awaken the most phlegmatic.

But the Victorline is here, and judging from the foundations laid, here to stay. In the factory in Berlin are several hundred machines in various stages of completion. Fifty have already been assembled and tested, and shipments have already begun. The capacity of the factory,

which employs hundreds of men and women, is such as to insure a steady stream of Victorlines.

The most reassuring feature in connection with this bold enterprise is the fact that the manufacturers have for several years been engaged in the making of matrices in preparation for their invasion of the Linotype field. Not only have they manufactured millions of matrices in Berlin, but for the past two years have maintained an extensive matrix-making plant in Brooklyn, New York, where other millions of one and two-letter matrices have been made and stored against the time when the Victorline would be marketed. As a hint of the vastness of this enterprise it may be mentioned that the General Composing Company has the largest punchcutting department in the whole world, having no less than forty engraving machines in operation. All the latest popular faces have been cut and their matrix catalogue, already issued in Germany, offers a wide variety for selection. The daily product of their Berlin and Brooklyn factories is one hundred and twenty thousand single and two letter matrices.

The fact that the depth of linotype matrices as used in Germany and America differs from that used in England has caused the General Composing Company to duplicate all their fonts in both depths, so that printers everywhere can be supplied. Many linotype users in Germany and England are now using matrices, both single and two-letter, made by the General Composing Company, and the reputation they are making is doing much to break down the conservatism of European printers. The price of these matrices is also highly attractive— $2\frac{1}{2}$ cents each for single-letter and $3\frac{1}{2}$ cents each for two-letter matrices. This results in a saving of about \$15 on each font of two-letter matrices.

Regarding the Victorline machine itself, it will be appreciated most for the quality of slugs it produces. They are remarkably solid and heavy, having a homogeneity which can only be achieved in a water-cooled mold, a valuable feature possessed by the Victorline. This mold is universally adjustable from five to fourteen point and up to thirty ems in length of slug, while a unique improvement permits ten different lengths of slug, in ems and half-ems, to be made with any mold liner.

Vise jaws can be adjusted without the operator leaving his chair, while late improvements in mold-disk, knife-wiper and other parts are embodied.

The quick-change magazine of the Victorline is especially convenient. The operator standing to the right side of the machine, swings the whole magazine and its support around on a pivot by the movement of a lever. The magazine is then tipped until it hangs vertically before the operator, when it can be most readily removed and another substituted. The addition of twelve extra channels in the magazine increases its capacity to 103 characters, which are represented on the Victorline keyboard by the two additional rows of keys on the right-hand side. These are usually adapted for the ordinary fractions, etc., used in printing, but, of course, any characters may be arranged to run in these extra channels. The actual additional characters possible with two-letter matrices is, therefore, twenty-four, a welcome increase of capacity when work involving miscellaneous characters is to be composed. Besides, an additional key to the left of the first row of keys may be utilized for any character of frequent recurrence, thus utilizing the usually vacant first channel in all magazines.

The composing, casting and distributing arrangements of the Linotype machine are retained in the Victorline, an exception being in the manner of handling the lines com-

posed of two-letter matrices. In the Victorline, any lines comprising characters to be cast in both positions are assembled "on the rail" (that is, in the elevated or two-letter position) the matrices containing the roman or upper characters being tipped forward and dropped to the lower position by the operator before sending the line to the mold. The movable rails in the first elevator are dispensed with, all matrices being brought to the same level while being transferred to the second elevator by means of fixed guides.

There are a number of other notable improvements in the Victorline, the most important of which are a brake-band on the main cam shaft to balance it in its revolution and give steadiness, and a redesign of the pump cam which causes a continuous, uniform pressure of the pump during the casting operation, which also contribute to produce the excellent slug which characterizes the Victorline.

The machine is now on exhibition at the London offices of the General Composing Company, 180 Fleet street, the General Electric Company, Limited, being the agents for Great Britain.

The marketing of the Victorline in America remains for future developments. At present the tariff of thirty per cent on composing machines is perhaps prohibitive. Victorline matrices, however, being made in this country are not subject to this prohibition, and they will undoubtedly be offered to American printers in the near future.

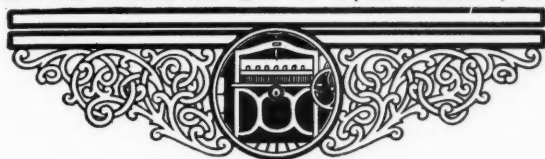
"DO YOU TAKE ANY REAL MONEY OUT OF YOUR BUSINESS?"

The United Typothetae of America has issued in very attractive form the address of Mr. Herbert L. Baker, delivered before the Master Printers' Association of Philadelphia, having as its text the heading to this note. Mr. Baker is the sales manager for the Cottrell Printing Press Company. He is a man of wide experience, versatile, capable, and an old-time contributor to THE INLAND PRINTER. The probe of keen logic, of sound business sense, which he applies to business fallacies in this address is as searching as it is inspirational toward reform. David Gibson, the apostle of industrial conciliation, says in his magazine *Common Sense*, "Anything that Baker writes is interesting. The writer used to think that social and business correspondence was a lost art until he received a letter from Herbert L. Baker." It is not necessary here to give a summary of Mr. Baker's address, for any one can have it in attractive form by writing for it to the office of the secretary of the United Typothetae of America, Bourse building, Philadelphia, Pennsylvania. At the same time send 10 cents for *Common Sense* to the Electric Controller & Manufacturing Company, Cleveland, Ohio, and get the October number. Read the comments on Baker's address, beginning on page 9.

PETERBORO IS UNSYMPATHETIC.

Some days ago the *Review* announced that it would receive contributions for the Campbelltown, New Brunswick, sufferers. The money to be forwarded through the bank of Nova Scotia. The response was noteworthy. One thousand dollars was raised in a twinkling—nit. One hundred dollars—nit once more. One dollar—no, not one lousy dollar. We are fine-spirited, fine-hearted people in Peterborough. They are homeless in Campbelltown, homeless and wretched; homeless and winter is knocking at their door. Let us see, there are over a dozen churches here and one is opened to-night.—*Peterboro (Ont.) Review*.

PAPER-BOX MAKING



BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

"A Silicate of Waterglass Coating Machine."

Apropos of an inquiry noted last month for "silicate of waterglass coating machine," Mr. Will Ball, of Logansport, Indiana, informs us that Mr. George Wright, machinist for Sefton Manufacturing Company at Anderson, Indiana, devised and successfully operated a machine of this description as an attachment on an automatic glue machine putting the sand strip on match shells.

A New Process for Coating Paper.

A chemist in Dusseldorf, Germany, has discovered a process of coating paper to make it pliable, yet protect the fiber and retain the finish. He uses "inverted" fruit-sugar, or grape sugar, dissolved in calcium or sodium chlorid. When the fruit-sugar is used it is mixed with glycerin. The mixture may be successfully applied to pasteboard, parchment paper and textile materials, and is said not to affect the color of the paper or fabric upon which it is used.

A Gigantic Merger.

The Reynolds Aertite Carton Company, of Dayton, Ohio, has become part of the Federal Biscuit Company, a new thirty-million-dollar corporation recently formed under the laws of Delaware. Some eighty concerns are included in this gigantic merger, the Reynolds Aertite Carton Company being of the number. The latter was organized in 1902 at Dayton and capitalized at \$150,000. It has done a handsome business, which it is probable will be little affected by the merger. Lewis G. Reynolds, its president, will be a leading official in the new concern.

An Heir Missing.

James J. McCluskey, for many years a paper-box manufacturer at 248 Greenwich street, New York, died suddenly at his home in that city a few weeks ago. He was unmarried, and, though not much inclined to society, was well known and highly respected in the trade. He was born in Ireland and came to this country when a young man, beginning business on his own account shortly after his arrival. By industry and thrift, he amassed a considerable fortune, but died without leaving a will. His only relative is said to be a cousin, whose present whereabouts is not known.

Fire Prevention vs. Fire Loss.

A fire which occurred in the Ontario Box Factory, a few weeks ago, bade fair at one time to cause the complete destruction of the plant, but by the energy and skill of the firemen of Hamilton, aided by an automatic sprinkler system, it was controlled before making too great headway. This fire demonstrated the advisability of installing in all paper-box factories the automatic alarm signal and the complete sprinkler system. In such factories as these, no reasonable precaution against fire should be neglected. Fire doors, sprinklers and automatic alarms sometimes

seem to be expensive installations, but it is better to spend the money for prevention than to foot up the losses after a fire has occurred and the business disarranged or temporarily suspended. The National Paper Dealers' Association at its recent meeting in Cleveland discussed the value of mutual insurance in the saving of premiums for insuring paper and board establishments, printing-offices and the plants of allied trades, and the current of opinion ran strongly to the matter of prevention as greatly cheapening the cost of insurance and tending to greatly minimize if not entirely eliminate the fire loss. Under the system of mutual insurance as established in some Eastern cities, risks unprovided with effective systems of prevention are frequently declined by the mutuals and taken by the old-line companies only at a heavy premium charge.

Paper-box Makers and the Railroads.

The paper-box makers should watch with some care the progress of the proceedings before the Interstate Commerce Commission on a complaint filed some weeks ago by A. G. Schulz & Co., paper-box makers of Milwaukee, Wisconsin, against the Chicago, Milwaukee & St. Paul Railroad, covering shipments of pulp-wood cartons consigned to Spokane, Washington. The regular freight charge, according to the tariff in effect at that time, was paid, the goods unloaded and the consignees had commenced to make delivery to the various firms to whom the goods had been sold, when the railroad company insisted either that a further charge of \$398.45 should be paid, or that the goods should be reloaded. The goods were reloaded, and in order to obtain possession of same it was necessary to pay the excess charges; also accrued demurrage charges. It is claimed that by this action the firm was subjected to the payment of charges that were not demanded of any other persons for like shipments under similar conditions. The Commission is asked to decide what shall be a maximum for charges of such material for the future.

The matter involved has an important bearing on freight charges, and the decision will probably settle the right of the railroads to alter and increase by indirection freight charges that could not otherwise be altered except by the filing of tariffs and notice thereof.

Credits and Statements.

Some time ago the American Bankers' Association adopted a printed form to be used by all its members for the financial statement required of prospective borrowers. This form is said to have been of so great value in the establishing of ratings and credits and of such assistance to the associated banks in avoiding losses from over-loans that it has been adopted with some modification by many houses in commercial lines, who state that it has been of great use to their credit men. When the annual convention of the National Paper Dealers' Association was held in Cleveland, a few weeks ago, the subject was brought prominently before the meeting, and a special committee from the New York association presented a paper from which the following is an excerpt:

If the statement used by all of our members is identical the credit-seeker will soon recognize it and also recognize the fact that the dealers are working together on the subject of credits, and will therefore be very careful that all statements that he makes are true and correct, with the possible result in his taking periodical inventories, and perhaps be brought to a realization that the methods of conducting his business might bear improvement. The uniform statement, which I am about to present, covers a great many questions, some of which a seeker of credit would not think of submitting if the compilation of a financial statement were left entirely to him. The questions are there to be answered, and while it may not be wholly necessary, nor do I expect in all cases that every question shall be answered, if the credit-seeker omits certain of them it may be for reasons

best known to himself, and while you may not feel inclined to demand the answers, nevertheless the omission may influence your decision in granting credit. Again, it is an excellent way of refusing credit without antagonizing the prospective customer, as by simply requesting him to submit a signed financial statement for your consideration, it may have a tendency to his refusing to do so, and thus pave the way for the refusal to open an account without offending him.

So many elements enter into the question of credits that it would be difficult to point out any that would apply to more than one particular case. Nor can a printed blank be drawn up that will fit all classes of applicants for credit. The financial standing of the applicant may be considered the basis of his credit, yet the moral risk must always be considered, and that necessarily varies with the individual. Many a man who is honest, industrious, sober and attentive to business lacks capacity for executive management, and is always in trouble by reason of that deficiency. Many another is possessed of all these favorable characteristics, yet so neglectful of small things that it creates a feeling of distrust, through his being careless of his credit, not understanding its value. Others there are whose personality is repellant, yet who are deserving of greater consideration than some who are more diplomatic. All these things are vital elements, yet no printed blank can be devised to cover them. Given definite financial resources, the question finally resolves itself into the knowledge of human nature possessed by the credit man himself. Confidence is the foundation of credit, and usually a conservative candor on the part of the applicant begets more confidence than all the figures that could be written on a printed form.

Show Us Your New Designs.

Now that the season has come when paper-box makers are likely to be busy with goods for the holiday trade, we shall appreciate the courtesy of samples of new designs and novelties, to which we shall be happy to give such notice as may be practicable. It is by comparison of ideas that improvement in design is had, and many of our readers will be interested in descriptions of new things, of which there is a good crop every year. Last year a number of German novelties made their appearance, and we noted with some surprise that many articles made of paper board had taken the place of those formerly made of papier-maché. No country on earth produces a greater variety of ideas than this, as the records of the United States Patent and Copyright Offices bear witness, and we shall take pleasure in examining the fruits of American genius.

The New Plant in Western Canada.

Some time ago we noted the project for building a new boxboard mill by the Western Canada Bag, Envelope & Boxboard Company. Late advices state that work on the new plant of the company at Sapperton, British Columbia, on the Brunette river, has so far progressed that it is expected to be running by February 1, 1911. The installation of machinery is about to begin, it having been built by New England manufacturers expressly for this mill. The machine room will be 180 by 40 feet, the beater room 180 by 50 feet, the stockroom 60 by 60 feet, the engine room, 60 by 70 feet and the finishing room 48 by 60 feet. The various buildings will be so connected as to be practically under one roof. The company has an unusually attractive site of four acres on the Brunette river, which is fed by Burnaby lake, assuring a never-failing power and water supply. It has a railroad frontage of 1,500 feet on the Great Northern Railroad near Vancouver, affording unusual shipping facilities. There is a large and growing demand for box material in British Columbia and along the slope, the material to satisfy which has heretofore

been brought from the East at a cost for freight alone of \$17 per ton. The company expects to produce fifteen tons per day and to be able to sell at a much cheaper figure than the same quality of goods brought from the East could be sold for. The output will reach about \$450,000 a year and two hundred men will be employed. The starting of this mill will be welcomed by the paper-box makers of western Canada.

Legal Definition of "Board."

The question of what constitutes "board" in contemplation of law will necessarily be decided before many weeks by the Interstate Commerce Commission in the points raised by the protest of J. P. Lewis & Co., of Beaver Falls, New York, against the New York Central Railroad. The protestant firm claims that it has been discriminated against in the classification of shipments of its product to Chicago and other points in the West. The firm is a large manufacturer of tag-board, which it has always shipped as such. It claims to have discovered that other mills have been permitted to ship the same kind of board as wrapping-paper, hence its protest. It is claimed by such mills as have shipped as wrapping that they were well within the letter of the law in that they made shipment after shipment that was used as wrapping and nothing else. It is also contended that from some points on the New York Central the tariffs filed place all grades of wrappings and boards under one head.

This discussion has brought to the front many questions as to classification of other grades and may be far-reaching in its effects. It is maintained further by some manufacturers that it is manifestly unfair to make classifications on any other basis than actual value or selling price. All these questions are important, and it is expected that they will be finally settled by the decision in this proceeding. Several hearings have already been had, and it is expected that a ruling will be handed down in the near future.

Waterproofing Paper and Boxboard.

In a recent issue, the *British Paper Maker* prints some recipes for waterproofing paper and boxboard, which are of great interest to the trade generally and some of which we reproduce. It is a well-known fact that cellulose is soluble in cuprous ammonia solution. Paper, linen, etc., laid therein, undergo a sort of amalgamation of the fibers. A sheet of paper so treated and dried afterward becomes impermeable to water, and this property is not effaced by subsequent boiling.

Sheets of paper soaked in the solution and laid one upon the other and rolled become amalgamated into a kind of cardboard, possessing great elasticity and cohesive power. This solution may be prepared by agitating copper filings in a closed vessel containing liquid ammonia of 0.88 sp. gr. A very good preparation is made as follows: Dissolve ¼ pound alum and 1½ ounces castile soap in 1 quart water. Then separately add 2 pints water to 1 ounce gum arabic and 2 ounces glue, and mix the two solutions. Heat slightly, dip in the single sheets and hang up until dry.

Rendering Paper Impervious to Grease and Water.—Parchment paper is plunged into a warm solution of concentrated gelatin, to which has been added two and one-half to three per cent glycerin, and allowed to dry. The resulting paper is impervious to grease. If desired to make a paper waterproof, the same parchment paper is dipped in carbon bisulphid containing one per cent linseed oil and four per cent india-rubber.

To Render Packing Paper Waterproof.—Dissolve 1¼ pounds white soap in 1 quart water. In another quart of

water dissolve 1½ ounces gum arabic and 5 ounces glue. Mix the two solutions, warm them, soak the paper in liquid, and pass it between rollers, or simply hang up to dry.

To Waterproof Pasteboard.—Prepare a mixture of 4 parts slaked lime and 3 parts skimmed milk, and add a little alum as soon as mixed; brush the pasteboard over with two successive coatings of this preparation. It thus becomes impervious to water.

Another varnish is made as follows: 120 parts linseed oil are heated and poured into a mixture of 33 parts quicklime and 22 parts water, to which 55 parts melted rubber have been added, stirring all the time. The varnish is strained and used hot.

Another method is to dissolve 5 parts glue in 100 parts warm water, and this solution is spread on paper. After drying, the paper is soaked for an hour in a ten per cent solution of alumina acetate and again dried in order to give it a final glaze.

Another process which may be recommended is as follows: Treat the tissue to be waterproofed with chlorid sulphate or other soluble salt, or salts of cadmium or zinc in conjunction with ammonia, applied in the form of a solution composed of about 3 parts crystallized zinc sulphate or 3 parts of a solution of zinc chlorid at 96° F. and about 2 parts of a solution of ammonia of 6.875 sp. gr. The paper which it is proposed to treat is passed through a cistern lined with lead and specially constructed for this purpose with an arrangement of rollers, so as to allow the material to pass through at a speed varying from thirty to thirty-six yards per minute, according to the thickness. In its passage through the liquid the material becomes perfectly saturated. From the bath it passes through a pair of squeezing rollers, which remove the superfluous liquor and harden it by compression. From the rollers it is next passed to a suspending apparatus, then hung along in a room in folds in a temperature of 110° F. until it is sufficiently dry to be taken down. The rollers in the cistern, the squeezing rollers, and the suspended apparatus are so speeded that the material is taken from one to the other without any inconvenience or stoppage.

Waterproof Paper Varnish.—Pulverize 1 pound of shellac and put it into a bottle with a sufficient quantity of alcohol to cover the resin, cork the bottle tightly and keep it in a warm place until the resin is dissolved. To 1 quart of the liquid add 1 ounce ivory black and ½ ounce camphor dissolved in alcohol. Apply with a varnish-brush. Another method is to carefully digest 1 part gutta-percha in 40 parts benzin in a water bath, and cover the paper with it. This varnish can be drawn or written on, and it does not render the paper transparent or spotted. Still another method is to soak good paper in an aqueous solution of shellac and borax. It resembles parchment paper in some respects. If the aqueous solution be colored with aniline colors very handsome paper is prepared, which is used for artificial flowers and other decorations.

Notes.

THE new Passaic Paper Box Company has begun the manufacture of paper boxes at Passaic, New Jersey.

AMONG the more recent incorporations for the manufacture of boxboard are the Ware Company, of New York.

THE Bennington (Vt.) Paper Box Company has installed some new machinery that nearly doubles its output.

THE Racine (Wis.) Paper Box Company has nearly completed the large addition to its factory, which has been in course of erection during the summer. It is of brick, several stories in height, and will be fitted with the most

modern appliances. It will greatly increase the capacity of the plant and the company expects to occupy it this month.

OTTAWA, the capital of Canada, is rapidly becoming a center for the manufacture of paper boxes and boxboard. Several new factories have begun operations there within a few months, and another is looking for a site near the city.

It is interesting to note that the importations of card-board, in all its varieties and manufactured articles made therefrom, from the United States into Canada amount to about \$22,000 per month, according to statistics compiled by the Canadian authorities.

PAUL SCHUMAN, of Baltimore, who recently sold his factory building for theatrical uses, has leased a new building affording ample space for his growing business, and has removed to the new location on German street, in that city, where he expects to remain during a long term.

SAMUEL TRAVIN, INCORPORATED, is the title of a recent incorporation in New York, which has taken over the business of Travin & Son, boxmakers, formerly located in Mercer street, that city. Samuel Travin, Sr., is president, and Samuel Travin, Jr., is treasurer of the new company.

THE Baird & Bartlett Company, dealers in boxboard and boxmakers' supplies in Boston, were damaged considerably a few weeks ago by water thrown upon a fire in an adjoining building. They were fully covered by insurance, however, and resumed business with only a few days' delay.

THE Commercial Envelope & Box Company, of Binghamton, New York, has declared a three and one-half per cent semi-annual dividend, and is planning an extensive expansion of operations, with a large increase in the force of employees. The company installed \$10,000 worth of new machinery during its fiscal year ending July 1, and contemplates spending several thousand dollars more in that way during the coming six months.

THE Sanitary Liquid Proof Paper Package Company, of Los Angeles, California, has been petitioned into involuntary bankruptcy by the Standard Oil Company, W. P. Fuller & Co., and Blake, Moffit & Towne, on account of a judgment obtained against it in a justice court for less than \$250, under which an execution was levied on ten thousand pounds of paper board. It is alleged that the judgment constitutes an illegal preference in favor of the judgment creditor.

THE Single Service Package Corporation of America, with headquarters in New York, is reported preparing to buy and control all patents covering machinery used in making paper containers, including a perfected paper milk-bottle, with the intention of leasing the machines to manufacturers and large consumers who desire to make their own packages. The president of the corporation is James Gayley, lately an officer of the United States Steel Corporation, and it is said that the concern is guaranteed ample financial support.

ROBERT B. HYMAN, of Grand Rapids, Michigan, who died recently, will be remembered as an old-time box manufacturer in northern and western New York. He learned his trade in England and for many years conducted the first and largest shop in which paper boxes were made for shipping gloves from the factories in Gloversville, New York. For some years he had not been actively connected with the paper-box industry, though he was widely known and had many friends in his former home who will regret to learn of his death. He was a veteran of the Civil War, and is survived by a widow, a son and a daughter.

DISTRIBUTION OF THE OVERHEAD BURDEN.*

BY H. W. J. MEYER.

Senior partner, Meyer-Rotier Printing Company, Milwaukee, Wisconsin.



IN the past five or six years a great deal has been accomplished in the perfecting of cost systems. The question of the "Distribution of the Overhead Burden," the subject of this paper, seems to be the most puzzling question involved in the finding of costs, and is the principal cause of the great difference of opinion between men who have studied the subject. The overhead burden constitutes a large proportion of the cost of the sold or productive hour, according to the condition under which it is produced, and therefore is a very important factor in ascertaining costs. No other factor has been more carefully considered by cost accountants, manufacturers and merchants, who have made a study of cost-finding. Without giving the matter serious consideration, one might suppose that such careful study of the subject would eventually lead to the adoption of a plan which would be simple, and at the same time give equally good results in all manufacturing and merchandising establishments. It might seem that a single plan, which would provide for the proper distribution of the overhead burden in a machine shop, foundry or printing-plant, could be devised.

Until wages and other manufacturing and selling costs in all lines can be equalized, a universal method, which will permit of the proper distribution of the overhead burden, will never be adopted. Wages will never be equalized — nor will other manufacturing and selling costs; therefore, many different ways for distributing the overhead burden will always be used.

It is possible that all methods may be correct — at any rate, they may give the true results in some particular manufacturing establishments; but it would be impossible to obtain accurate costs by trying all the methods which have been given consideration, in the same establishment, or other establishments manufacturing the same line of goods. The right method in any factory can be decided upon only after a careful study has been made of the conditions in the factory in which the plan is to be used.

For some years, a number of printers have been making a study of the conditions in printing-plants, for the purpose of deciding upon a plan which would enable them to obtain accurate costs in the various departments of their plants. A comparison proved little or no difference in any of the systems, except in the method of distributing the overhead burden, and the majority also agreed in this respect.

At the Cost Congress, a year ago, several methods for the distribution of the overhead burden were presented, and, after a full and thorough discussion by the committee, and also by many others on the floor of the convention, the plan now used and advocated by the American Printers' Cost Commission was adopted.

Simplicity in a cost system, and especially in the method of distributing the overhead burden, is very desirable, but by no means is it the most essential feature. No system, no matter how simple, is worth considering, if the results obtained are not true and accurate.

In order to explain clearly the method of distributing the overhead burden in the system adopted by the commission, it will be necessary to take up in detail the two fac-

tors which constitute the cost in any particular department.

The first factor is comprised of all the expenditures incurred directly in or for a department, and the second factor embraces all of the expenditures incurred indirectly for such department.

The direct expenditures can again be divided into two classes, namely—wages, or money paid for all time bought for a department, and all other expenditures necessary for the proper maintenance of the department and used only in or for it, and not in any way for the benefit or maintenance of any other department. These two classes of expenditures constitute what is known as departmental expense.

The second factor is comprised of all the expenditures incurred indirectly for a department, or a general expenditure, through which all the departments of the factory or shop are to be benefited. This second factor is commonly called the overhead burden.

To ascertain the true cost of a department, great care should be used to charge directly to each department all the items of expenditure incurred by the department, to prevent such items from being included with the general expenses, and in this way cause some of the other departments to unjustly bear a part of it.

The departmental expense is made up of such items as wages, both productive and nonproductive, rent, power, heat, light, repairs, insurance, taxes, interest on value of department, depreciation, etc.

The overhead burden, or general expense, embraces such items as office rent, officers' or proprietors' salaries, bookkeepers', stenographers' and salesmen's salaries, advertising, bad debts, etc. The proprietor can not reasonably expect to draw a larger salary than the amount which has been included in the general expenses. The items enumerated and similar items are not properly chargeable to any particular department and therefore must be taken into consideration and distributed by some equitable method.

It would be an easy matter to ascertain the cost of any department if the overhead burden did not require consideration, simply by dividing the total amount of the departmental expense by the number of productive hours in that department. The quotient, in fact, would be the cost of the hour in that department, without bearing any portion of the overhead. This, however, is not the complete cost of the sold or productive hour in that department. The proper proportion of the general expense items—the items which are necessary in operating and maintaining the office end of the business—the overhead burden is still to be added before the total cost can be obtained.

If a factory had only one department, it would be proper to add the overhead to the departmental expense, and then find the total cost per hour of the department by dividing the entire cost of the department by the productive hours. But as there are no complete printing-plants with only one department, such a plan for distributing the overhead need scarcely be considered.

The only plan which can be considered is the one which will distribute the overhead burden with equal justice to all departments. Through which departments is the largest proportion of the general expense account incurred? Is it through the department which has a great many productive hours, and only a small pay-roll, and very little other departmental expense? Is it the department which receives very little attention from the proprietor or the sales force? Is it the department which causes a very small loss when idle—the department in which you can reduce the working force to a minimum—the department in which there is little or no expensive machinery on which deprecia-

* NOTE.—Paper read before the Second International Printers' Cost Congress, St. Louis, Missouri, October, 1910.

tion and interest is figured although not in operation? Careful investigation will prove that such a department does not cause the largest proportion of the general expense account, which is the overhead burden.

If the department which has a small pay-roll, as compared with the number of productive or sold hours, and the department which has only a small amount of departmental expense is not responsible for creating a large amount of the expense necessary to the proper conduct of the plant, it certainly should not be assessed with more than its share, although the department may be more profitable than other departments in which the investment and pay-roll is much larger.

It is not the most convenient method, the method which will make the best showing in the office records which should be used, nor the one which pleases the estimator the most, but the method which exposes true conditions.

If the largest amount of the general expense is not incurred for the benefit of the departments which cost the least to maintain and to operate, such expense must necessarily be contracted for the benefit of the other departments, namely, the departments with the average pay-roll and average expense for maintenance, and the departments with the largest pay-roll and largest expense for maintenance.

It is the department with the large pay-roll or expensive machinery which causes the proprietor to worry and wonder how and where he is to get the business to keep it busy—it is the department which causes him to advertise—it is the department which, as a result of the advertising, will cause him to make many estimates. Many of the prospective orders will consume much time of the sales force, with, perhaps, the result that only a small percentage of the business on which an estimate was given, and which was followed systematically, will be entered on the books of the company. The work secured may cause the hands of the departments to move and the wheels of the department to turn—but there is no assurance that the work will yield a profit when completed. Whether there is a profit or not, an expenditure of time, money and energy has been incurred. To what is this expenditure eventually to be charged? It should be distributed regardless of profit or the benefit any department may receive. The office or general expense should be assessed to all departments causing such expenditures, and invariably the departments which have the largest amount of departmental expense are also the departments which cause the greatest outlay through the office. If the overhead burden is not distributed according to this plan, the true conditions of the departments are not obtained, and consequently the proprietor or management is not in position to correct or improve conditions should they be found unsatisfactory.

There is a natural tendency to keep records and adopt methods which show the cost of the departments as the proprietor would like to see them—regardless as to whether or not the method is based on correct principles.

Careful study has proven that the distribution of the overhead burden on the basis of departmental cost is the safest, truest and most accurate—it is simple as well. What can be more simple, and at the same time be of any value, than to find the departmental costs, by taking the amount of wages (both productive and nonproductive) and adding to it the other departmental expenses—or expenses caused directly by the department. Having obtained the total amount of money expended directly in each department, it is an easy matter to find the total amount expended in all the departments, simply by adding together the totals of all departments. It is just as easy to find the

total of the general expense items. After the total of the expenditures of the various departments, and the total amount of the overhead burden is found, the proportion or the percentage the total of the overhead burden bears to the total departmental expense is obtained.

This percentage is found by dividing the total overhead by the total departmental expense. Having found the percentage to be added to each department, it is not difficult to ascertain the exact amount in dollars and cents to be distributed to each department, by multiplying the total departmental cost of each department by the percentage which the overhead bears to the department. The result obtained, will, in each case, be the amount of the burden to be assessed to that particular department.

The total of the departmental cost, with its share of the overhead burden added to it, will be the cost of the department.

By dividing the cost of the department by the number of productive hours, the cost of the sold or productive hour with its proper proportion of overhead burden is obtained.

To further prove that the distribution of the overhead on the basis of departmental expenses is by far the most accurate, and the true method, it might be well to show its effect upon two departments—one the hand department of a pamphlet bindery, having a large number of productive hours, a comparatively small pay-roll, owing to the low wages paid for that particular work, and a small amount of departmental expense, a few tables, floor-space, light and heat being the main item in a department of this kind. The other department, a cylinder pressroom, with about one-third as many presses as there are hands employed in the bindery, and consequently less than one-third as many productive hours, its comparatively high pay-roll and other heavy departmental expense—rent, light, heat, power, rollers, depreciation and interest comprising some of the main items. It is natural that the proprietor would use his greatest energy to keep the latter department busy. If the cylinder pressroom were kept busy, the hand-bindery would most likely be busy without any special effort on his part or that of his assistants.

By distributing on the basis of the productive hour, the bindery would be assessed with about three or four times as much of the overhead burden as the cylinder pressroom. This certainly is not treating the two departments with equal justice. The pressroom, owing to its expensive machinery, driven by power; its working force, consisting mostly of skilled labor, commanding a high wage-scale, has caused the larger amount of general expenditure and surely should be assessed with a larger proportion of the overhead burden than the bindery. It should be assessed according to the amount which has been expended for it—according to the profits anticipated and not actually according to the profit earned by it. If a department having a large pay-roll and a large amount of departmental expense is not capable of bearing its just share of the overhead burden distributed on the basis of departmental cost, there surely is something wrong. The fault may be in the department; poor management, too much nonproductive time, or the fault may be with the proprietor and his selling force; the product of the department may be sold for too little money.

The basis for distributing the overhead burden should not be changed to suit either case. Only through bringing out the true conditions can the fault be corrected. The conditions or costs in the bindery connected with a printing-plant are, or should be, no different than the conditions and costs in an independent bindery. Where the overhead is distributed on the basis of the number of sold or productive

hours, the cost per hour shown by the bindery records is invariably and necessarily much higher than if distributed on the departmental cost basis.

Only one method can be right for the printing business. Any cost system which does not distribute its overhead burden on the basis of departmental expense, which is the method used in the American Printers' Cost Commission's system, does not only deceive the proprietor in whose office it is installed, but retards the progress of the movement in which all printers, at the present time are, or should be, interested—the adoption of uniform customs, and, more important than everything else, the adoption of a uniform cost-finding system.

THE PRINTER.

In view of the public interest that has been aroused over the entire country by the catastrophe, the crime, the accident, whatever it was, that brought disaster to the Los Angeles newspaper, it is to be regretted that the public in

There were certain printers in the old days, still remembered by those who knew them, who were not over-scrupulous about the payment of their board and such other bills as they chanced to be able to contract during their usually brief stay in any one particular locality. These printers of the older time gave a false impression of the craft in general, for they were never but a small part of the great body of men who toiled night and day, with a peculiar sort of pride, to see that the paper on which they were employed came out on time. Even these "tramps," as they were known, had a certain code of honor. Not one of them would have had a share in anything that was in general considered dishonorable, and when the change came from the "case" to the machine, they simply dropped out without protest, whenever they could not adapt themselves to the changed conditions. And with the changed conditions came a new type of man, the development of the best in the old-time printer. He held his new place with a deepened self-respect, became a citizen in the community of which he



LOS ANGELES TIMES BUILDING,
Wrecked by an explosion October 1, 1910.

general has not a fuller acquaintance with the printer. It is impossible for any one who has known the printer intimately, either in the old days of hand setting or in the later days of the typesetting machine, to believe that any man actually identified with the craft deliberately set about to kill anybody, much less planned to blow up an office and destroy fellow workmen in his craft, whether or not they happened to be members of a typographical union. To any one who has known them, worked with them, has shared his chances with them at the "hook" in the old days, or has worked on a machine later, it is simply impossible to believe that any one ever had murder in his heart. There may or there may not be something of truth in the sensational dispatches about the mysterious boat, and the possibilities of dynamite, and all that, but no one who has known the printers and been one of them will ever believe that, whether organized or unorganized, any one of them ever planned such a deed as is now charged against their craft, or would have been knowing to it for a moment.

was a part. In general, he belonged to a union, and continues to do so, but it is inconceivable that he would commit a crime or countenance or defend a crime, the more especially such a cowardly thing as the sending to sudden death of men engaged in the same occupation as his own. The police in Los Angeles will save themselves much useless effort if they will discontinue any and all attempts to fasten the explosion which cost so many lives upon the printers. Some irresponsible agitators may have committed the crime, if there was a crime, but it is safe to say that no printer ever countenanced, encouraged or had a part in it. It is not the printer's way.—*Manchester (N. H.) Union.*

THE Kansas City Printers' Supply Club gave a complimentary banquet to the employing printers of Kansas City, on Friday evening, October 28. The good work of getting together for better understanding in the trade goes on—slowly, but surely.

Written for THE INLAND PRINTER.

UNITY IN ORGANIZATION.

BY CHARLES FRANCIS.



DOME thoughts of the late Cost Congress are well worthy of consideration in connection with the printing business of the United States, and especially the sentiment voiced by the congress of the need of a united organization of all employers for mutual advancement and defense against unjust discrimination and laws between ourselves or enacted by statute or otherwise, and it might be well in this regard to review the career of the United Typothetæ of America, as that organization is put forward as the organization by which this much desired result may be brought about.

A review of this situation shows that about 1885, there then being a movement on foot by the unions for a reduction of hours from ten to eight, the Typothetæ jumped into existence as opposed to the movement; and as the unions at that time were not in a well-organized condition the United Typothetæ of America defeated the object and succeeded in dealing a knockout blow to unionism for the time being. After this combat the United Typothetæ of America with its locals until 1898 lapsed into a social affair, which was quite successful in its social phase once every year, but it was very difficult to obtain a quorum at any of the local meetings. In the meantime the unions had been very busy organizing shop after shop until they had doubled their membership and increased their financial strength to such an extent that their demands began to assume a successful aspect and wages were increased and hours reduced with great regularity until the United Typothetæ of America began its great battle of 1906 for supremacy.

It certainly seems unnecessary to speak of the outcome, although some members of the United Typothetæ of America do not yet appear to realize that the object for which the unions fought has been attained by them, which is the eight-hour day, while the United Typothetæ of America fought also for an open shop and have partially shown their ability to maintain this point up to the present, but in the larger cities these cases are getting fewer week by week.

In the contest between employer and employee from 1898 to 1906 — the United Typothetæ of America lost the reason for its existence and then began to look around for some platform upon which to stand, and as the boards of trade had not met the existing necessity to the extent expected, the United Typothetæ of America launched out on the object, and a very laudable one, of instructing the craft in regard to its cost of doing business, and thereby won over in some degree the Franklin Associations which had been forming since 1902 throughout the country. From this has emanated the Cost Congress of the past two years.

These congresses have without doubt done a great deal of instructive work, and the United Typothetæ of America went into the business of installing cost systems and organizing the cities and towns of this country.

Now while appreciating all the good things that the Typothetæ has accomplished, we ask the question:

Is it possible to gather the employers in one organization under this banner?

And our answer is that it is impossible for a number of reasons, the chief of which is that it has entirely changed its objects, and is not broad enough in its platform, to embrace the whole fraternity of employing printers.

It does not seem to take into consideration the question of dealing with the unions, and yet it knows that the unions

are here to stay and must be dealt with. Whether individually or collectively, the fact remains that they must be dealt with, and ignoring their existence does not help matters.

As employers we fight against the unwarranted demands of the unions, and yet we have to acknowledge that they have in their own ranks an overwhelming majority of the best workmen.

We know also that they are amenable to reason to a certain extent and should become an adjunct to the employers' organization, for the main interests of both employer and employee are identical.

We employers object to the use of force, when it is used by a labor union, and yet it was advocated to be used by the supply and machine men in our favor in the recent Cost Congress.

The writer is opposed to force in anything where it can be accomplished more satisfactorily by peaceful and business methods, and our helpers in the business are advancing along these lines.

One of the papers read at the congress advocated a closer affiliation and good hygienic conditions as regards our employees, to obtain what you are paying for. This is one of the greatest key-notes of success. The rise of many employers in the last few years can be traced to this source.

The labor question is not the only question upon which a great organization can be built; but when talking in regard to the twenty-five or thirty per cent of purchases made in our business, why not also in regard to the forty to sixty per cent that we buy labor with?

We might add here that a careful analysis of the situation will show from ten to twenty per cent of employers who are members either active or honorary of the unions.

A one hundred per cent organization must have as its basis

A BROAD PLATFORM.

It must be broad enough to cover every ramification of the business and its allied interests.

If there are matters upon which we differ, as for example the board of trade feature or union or open shop, let each of these be subsidiary organization within the one great organization for the general good.

The education in regard to costs is for the uplifting of all employers, adverse legislation, credits, insurance and many other matters are of general interest, and with the subsidiary organizations, a platform could be built broad enough for all to stand upon, but it should not take the name of any existing organization.

The *Ben Franklin Monthly* gives a somewhat incorrect list of employing printers' associations throughout this country, with fifty-four Typothetæ, fifty-four Franklin associations and forty-one others, which shows the necessity of a platform upon which these one hundred and forty-nine organizations can stand together.

The German system was alluded to in the congress as being successful, and we understand that this organization is a ninety per cent organization of employers and employees with the assistance of the Government.

The New Zealand condition is similar, being handled entirely by a labor government.

It was stated in the congress that "we hate to know when we lose," and this axiom has a more far-reaching effect than its author realized.

Very many good things were brought forward at this congress and we would recommend that at its next session more than the four hundred employers of the suggested thirty thousand in the United States and Canada find an

expression of opinion, especially in regard to this contemplated

ONE GREAT ORGANIZATION,

as those at the congress were that small minority already organized mainly under the names of Typothetæ and Ben Franklin clubs or associations.

We have a great need of a

UNIVERSAL INTERNATIONAL ORGANIZATION,

but should a mistake be made by advancing pet theories and narrow discrimination at this time it will retard such a movement for many years to come.

The situation at present reminds us of the great ecclesiastical convention held in Boston some years since to join all evangelical bodies in one organization, and the predominant power in that convention being the Episcopal Church, it suggested that its cloak was wide enough to embrace all people, but did it?

For the good accomplished by the Typothetæ, Ben Franklin and other employers' associations we are truly thankful and our chrysalis is ready to bloom forth with the beautiful butterfly, and we appeal to the Typothetæ-Franklin Commission not to kill it in the burning.

Let us have a great organization on a broad platform.

UNION PRINTERS' NATIONAL BASEBALL LEAGUE.

CHRONOLOGICAL REVIEW OF THE THIRD ANNUAL TOURNAMENT AT WASHINGTON — BALL GAMES — FESTIVITIES — REPRESENTATIVE GATHERING OF THE CRAFT.

BY THOMAS A. BYNUM.

Here is briefly chronicled one of the most successful gatherings in the history of the printing craft:

Time: September 11-18. Place: Washington, D. C. Cause of the excitement: Third annual tournament of the Union Printers' National Baseball League. Hosts: Columbia 101 Athletic Association. Guests: Printers from Boston, Chicago, Cincinnati, Denver, Indianapolis, Philadelphia, St. Louis, Pittsburg, New York and Washington, ball players, ladies and "fans," to the number of four hundred. Headquarters: The Ebbitt House. Scene of the contests: American League Park.

Sunday afternoon: Arriving, and conveyed to hotel in sightseeing automobiles. Evening: "Get together" meeting; ladies at hotel parlors, gentlemen at Elks' Clubhouse.

Monday: Automobile parade, 1 P.M., players, ladies and "fans," around city to ball park. Game, 3 P.M.: Washington 9, Philadelphia 6; batteries, Weaver and Suess; Lang and Tynan. Evening: Informal reception and dancing, Ebbitt House.

Tuesday: Automobile sightseeing tour of city, 10 A.M. Games, 2 P.M.: Chicago 20, Pittsburg; batteries, Richter, Lynch and Ahrens; Hughes and Stewart. Game, 4:15 P.M.: New York 1, Boston 1; four innings; called; darkness. Evening: Visit to Library of Congress.

Wednesday: General meeting of baseball associations arranged for at Typographical Temple, 10 A.M.; followed by luncheon. Tie played off, New York-Boston, 11 A.M.: New York 9, Boston 1; batteries, Anderson and Homan; Murray and Whiting. Game, 2 P.M.: St. Louis 15, Cincinnati 3; batteries, Hanley, Moll and Walden; Sauer, Rohr and Graunen. Game, 4:15 P.M.: Indianapolis 10, Denver 8; batteries, Cooke and Linehan; Matthews and Scheiman. Evening: Moonlight excursion down Potomac on steamer Macalester.

Thursday: Visit to Government Printing Office, 10 A.M.; reception by Public Printer Samuel B. Donnelly to the

league and visitors, 12 to 1. Game, 2 P.M.: St. Louis 19, Indianapolis 6; batteries, Hanley, Moll and Walden; Perry, Ruth and Linehan. Game, 4:15 P.M.: New York 12, Washington 6; batteries, O'Brien and Homan; Weaver and Suess. Evening: Reception by National Commission and visiting clubs to local association, Pythian Temple.

Friday: Visit to Mount Vernon, home and tomb of Washington, by steamer, 10 A.M. Game, 3 P.M.: Chicago 7, St. Louis 3; batteries, Pierce and Ahrens; Hanley and Walden. Evening: Reception and entertainment by Knights of Momus ("Knockers"), Elks' Clubhouse, stag, 7:30 to 12, to visitors. Theater party for ladies.

Saturday: Reception and luncheon by Washington Chamber of Commerce, 12 M. to 1 P.M. Field games, 2 P.M. to 4 P.M. Concluding game of tournament, 4 P.M.: New York 17, Chicago 9; batteries, Anderson and Homan; Richter, Ahrens and Becker. Evening: At Pythian Temple, reception, awarding Herrmann trophy to New York team, and prizes, presents given hosts by visitors, President Wood remembered, short talks and dancing; buffet luncheon. Close of the festivities of the tournament.

Sunday: "Good-by" was said by visitors, after a week of fun, festivities and games. New York, Boston, Chicago and Denver teams went to Richmond for two games Monday.

A brief summary only is given in the foregoing, but a glance indicates the plan and scope of the entertainment arranged and financed wholly by Columbia 101 Athletic Association.

A reception committee of fifteen ladies was composed of the wives and daughters of members of the association.

A twenty-page, five-column daily, *The Typographical Athletic Bulletin*, was issued from Tuesday to Sunday, inclusive, by the association.

The officers and committees of the Columbia 101 Athletic Association are as follows: Officers—C. P. Johnson, president; R. E. Sanders, vice president and manager; W. N. Brockwell, secretary-treasurer; F. S. Lerch, national commissioner. Committees: Executive—C. P. Johnson, chairman; W. N. Brockwell, secretary; C. J. Anderson, T. A. Bynum, T. M. Ring, James Warrener, Bert V. Wolfe, and G. B. Wood. Souvenir—T. M. Ring, chairman; B. S. Feeney, F. S. Lerch, J. H. Mullin and G. M. Ramsey. Arrangements—Bert V. Wolfe, chairman; E. J. Brown, D. J. McCarty, G. G. Seibold and C. C. Thompson.

The National Commission, promoting and directing the league, is as follows: Harry B. Wood, New York, president; J. M. Modispacher, Pittsburg, vice-president; John M. McGowan, Chicago, secretary-treasurer; local commissioners, James Fairclough, Boston; E. W. Sweeney, New York; Charles C. Boyer, Philadelphia; L. E. Thomas, Pittsburg; J. P. Oschger, Chicago; Ed Springmeyer, St. Louis; John Dugan, Cincinnati; P. G. Montgomery, Indianapolis; R. M. Fischer, Denver, and Frank S. Lerch, Washington.

Ed Handiboe, son of a union printer, umpired the series.

A feature of the week's festivities outside of the program arranged by the Athletic Association was the stag, reception and entertainment given to visiting printers by the Knights of Momus ("Knockers") at the Elks' Clubhouse on Friday evening, 7 to 12, six hundred being present. This is the Washington printers' Gridiron Club, entertainers of labor leaders and statesmen annually in February with a banquet, but the printers' "knocks" on September 16, locally and from the ten cities represented, broke all records. The following officers with the committees and 150 members, were hosts: Frank A. Kidd, president; Thomas A. Bynum, vice-president; John A.

Huston, financial secretary and "purchasing agent"; M. A. Bodenhamer, treasurer; toastmaster, F. N. Whitehead.

The Elks' Clubhouse during the week was open to all visiting members of the craft. The local printer Elks issued guest cards, and a beaten path marked the trail from the Ebbitt Hotel to the Elks, five squares away.

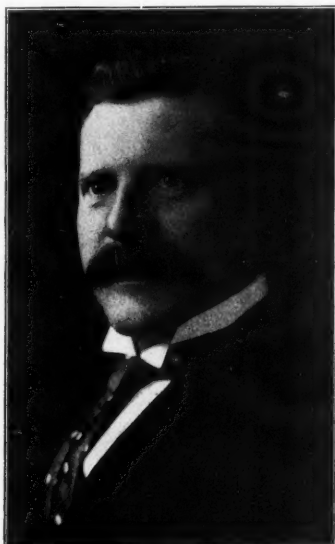
The Lanston Monotype Machine Company, through W. Bancroft, presented the Knights of Momus for their guests with the handsomest and most unique souvenir ever designed for that purpose, in this manner conveying good wishes to the craft and evincing, in a strong degree, an interest in the success of ventures of members of our craft. Mr. Bancroft gave a handsome souvenir to the league a year ago.

The hosts and guests, leaders of our craft among them, vied with each other to make the tournament a success, and active and retired printers were foremost in encourag-

ALL visitors, on Sunday evening, received as a souvenir a pocketbook made for the occasion, containing street-car tickets for use during their stay and tickets for all events, with an official program.

A SOUVENIR booklet, profuse with illustrations, was issued in honor of the National Commission by the souvenir committee of the Athletic Association, and distributed to visitors and members of the association.

THE following were the winning ones in field events: J. H. Smith, Boston, 50-yard dash, diamond stick-pin; Henry Obermayer, St. Louis, long-distance throwing, diamond stick-pin; M. B. Snyder, circling the bases, diamond stick-pin; Charles Gallagher, St. Louis, 100-yard dash, diamond stick-pin; Bill Bailey, New York, fat men's race, stein; Mrs. James A. Donovan, Boston, egg race, cut-glass fern dish; Mrs. W. H. McManus, Chicago, potato race, fancy dish.



HARRY B. WOOD,
President, Union Printers' National Baseball League.



CHARLES B. JOHNSON,
President, Columbia 101 Athletic Association.



THOMAS A. BYNUM,
Member Executive Committee.

ing the promoters and participants. Public Printer Samuel B. Donnelly tossed the ball in the diamond at the opening game, and was present at the games and festivities, with Mrs. Donnelly. The Chamber of Commerce paid a handsome tribute to our craft, and the printers' visit to the national capital from ten cities impressed this body with the greatness of our organization.

The genuine good fellowship prevailing, the beneficent results to the health of members of our craft in outdoor games and pastimes, and the commingling that will aid the unions and their membership, have caused a unanimous verdict that the league is "filling a long-felt want."

St. Louis will be host next year.

NOTES OF THE WEEK'S TOURNAMENT.

COLUMBIA 101 Athletic Association, with 110 members, card-holders in the parent organization, conducted the week's festivities and all incidental thereto, through officers and committees, without any financial assistance from Columbia Union, which, the association believes, is the stamp of approval for such organizations as the Athletic Association in every league city.

PRESIDENT KIDD, at "Knockers'" entertainment, gave the visitors a warm welcome; Toastmaster Whitehead was the "king of knockers," and the "purchasing agent," John A. Huston, received the "glad hand" from all.

THE *Typographical Athletic Bulletin*, issued daily by the Athletic Association, Tuesday to Sunday, inclusive, from the *Herald* office, with feature articles, reports of the games and personal points, proved popular, and hundreds were mailed daily, by visitors, "back home."

THE closing exercises on Saturday evening brought out the largest crowd of the week at social affairs. Following the reception the Herrmann trophy was presented to the New York team by Ex-President Kidd, of Columbia Typographical Union, No. 101, on behalf of the commission, and Secretary Maxwell, of New York Typographical Union, "Big Six," responded for the winning team. President Wood, of the commission, received a watch-chain and fob from New York and other friends. The local committee of arrangements and Commissioner Lerch were given umbrellas, and the ladies' reception committee cut-glass dishes by the visitors.

TRADE NOTES



Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

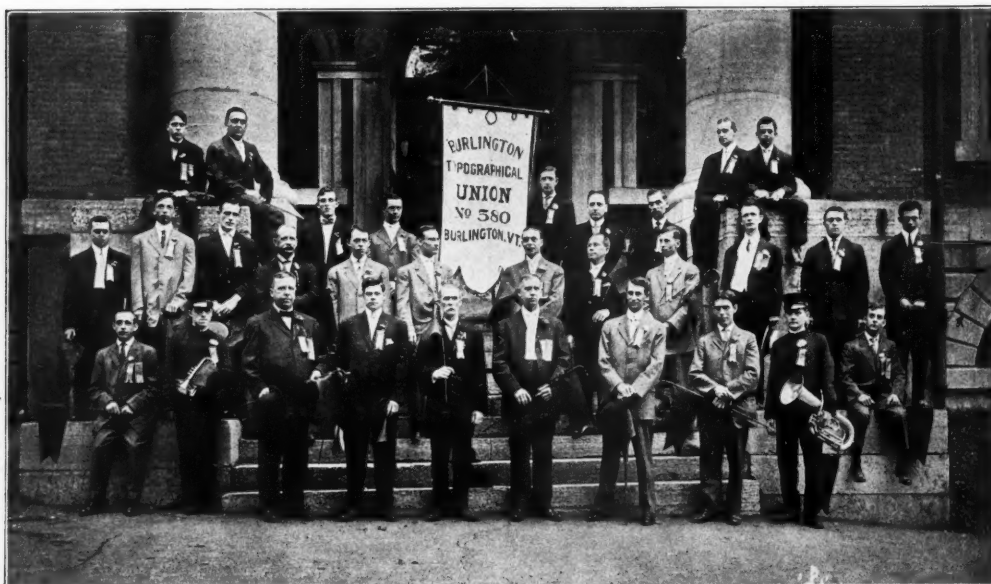
Sues Son for Wages.

Peter Gfroerer, who says he owned a small printing-office at Cincinnati, Ohio, but was induced by his son, Joseph, to sell same and accept employment at \$18 a week in his printing-plant at Terre Haute, Indiana, has brought

has been identified with the paper business in Winnipeg for the last two years, as manager of the Winnipeg branch of "McFarlane, Son and Hodgson," and is considered by many to be one of the best papermen in western Canada. He has surrounded himself with a most competent staff, and the success of the new concern is assured.

Head of Walter Scott & Co. Married.

Announcement is made of the marriage early in October of Miss Mary Anderson, daughter of Mrs. George Anderson, of Clearview, Somerville, New Jersey, to Mr. David J. Scott, son of the late Walter Scott, of Walter Scott & Co., printing-press manufacturers, Plainfield, New Jersey. Mr. Scott is the executive head of Walter Scott & Co. He is a graduate of St. Paul School and of Yale University. The Rev. Clarence Clark Sylvester, of St. John's Episcopal Church, Somerville, officiated at the ceremony, which was held at the home of the bride. Mr. and Mrs. Scott are motoring through the State on their wedding trip.



BURLINGTON TYPOGRAPHICAL UNION, No. 580, BURLINGTON, VERMONT.
Photograph taken after participating in the parade Labor Day, September 5, 1910.

suit in the Supreme Court at Terre Haute, asking for a judgment of \$3,000. He declares that he was discharged repeatedly to make room for others, when he had a contract which, if lived up to, would have allowed him to earn \$4,379, whereas he only received \$1,702.

New Paper House Opens for Business.

The John Martin Paper Company, Winnipeg, Manitoba, started the ball rolling with quite a novel entertainment. Printers, suppliers and the other paper-dealers of Winnipeg, were invited to meet on Tuesday evening, September 20, at 7:30 o'clock, on the Assiniboine Lawn bowling green. Shoes, bowls, etc., were awaiting them and a very interesting game followed. On the announcement that dinner would be served in the clubhouse, bowling ceased. Plates had been laid for seventy-five and there was not a vacant place; thus, the John Martin Paper Company started the ball rolling, much to the enjoyment of everybody present. John Martin, president of the new concern,

Politicians Must Pay Cash for Printing.

Defeated candidates mean defeated printers, according to the Master Printers' Association of Milwaukee — that is, if the printers do not collect their bills from the candidates previous to election day. At a meeting of the association held recently a resolution was adopted calling for a cash business with all politicians. In the discussion preceding the adoption of the resolution it was shown that not more than seventy-five per cent of printing bills of political candidates was ever paid.

Printers' League Entertained by Union.

The State Printers' League of New Jersey held its quarterly meeting in Teutonia Hall, Jersey City, on October 16. At the close of the business meeting the delegates and visitors were entertained at a banquet by the members of the local typographical union in celebration of their organization's twenty-first anniversary and the recent increase secured in the newspaper scale through arbitration. A

most enjoyable time was had and the addresses delivered were tintured with unusual optimism for the future of the printing trades and organization.

Printer Honored by Ohio Governor.

William J. Rohr, a member of Typographical Union, No. 3, of Cincinnati, has been appointed by Governor Harmon to membership on the Employers' Liability Commission of Ohio. Mr. Rohr is well known throughout the United States and Canada as a writer on industrial problems, and his appointment as one of labor's representatives on the commission is highly commended by the State's labor forces.

The "Multiform" Rule-bender.

J. A. Richards, of Albion, Michigan, exhibited the working of the Multiform rule-bender for shaping cutting-rule for cut-outs, in room 337 of the Planters' Hotel during the sessions of the Cost Congress at St. Louis. The presswork was done on a small Sigwalt hand press. The room was crowded during Mr. Richards' talking hours—and Mr. Richards made the Multiform talk for itself to good advantage. His "Goose Book" is interesting, and may be obtained for the asking.

Printer Returns Savings from Pension.

At the age of eighty-six years, Carl Stieler, a German printer of Belleville, Missouri, died last month, after having received an old-age pension of \$4 a week for the past twenty years from the German Typographical Union. A total of \$4,100 had been paid by the organization to Mr. Stieler, out of which he saved \$800, and upon his death made provision for its return to the treasury of his benefactor. The secretary and treasurer of the organization, Charles Lenz, was named as executor of the will.

Indianapolis Printers to Give Minstrel.

In the Auditorium of the German House, Indianapolis, on the nights of November 28 and 29, printers of the local typographical union will give their annual minstrel show. The committees in charge of the affair have the preparations well under way, and it is said that a chorus of fifty male voices will be the feature. Indianapolis typos are becoming celebrated for the excellent talent shown in minstrelsy, and this season's production is looked forward to with pleasure not only by members of the fraternity but by all local Hoosiers.

Printer Leaves \$200,000 to Employees.

Joseph M. Boyle, at one time president of the Courier Publishing Company at Columbus, Ohio, and who learned the printer's trade at Lebanon, Ohio, has donated to fifteen of his old employees Cincinnati property valued at \$200,000. The Courier publishing concern was established by union printers during a local strike in the late seventies, and Mr. Boyle was placed at its head. Later he became wealthy, having established four different institutions for the cure of drunkenness which it is said are included in the property donated to his old employees and former colleagues.

Growing Chicago Concerns to Consolidate.

C. S. Peterson and J. L. Regan, well-known Chicago printers, have purchased the building at 87-91 Plymouth place in which their printing establishments are at present housed, and will, it is said, consolidate their interests. Mr. Peterson is the head of the Peterson Linotype Company, while Mr. Regan is the owner of the well-known printing-house which bears his name. Within the next

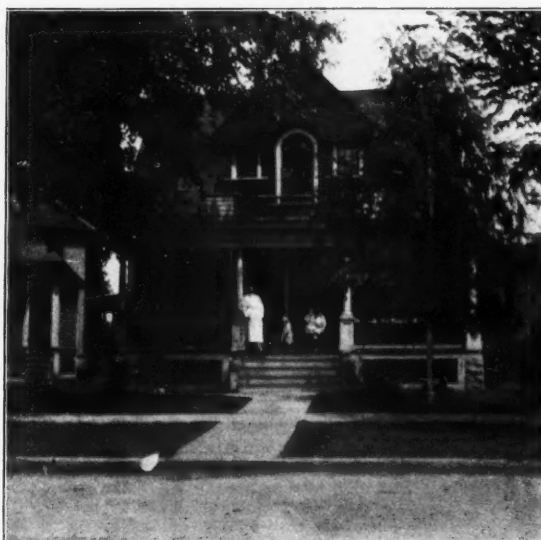
three years, it is understood, these gentlemen will erect a fourteen-story steel-structured building on the present site, including land on the north with a seventy-five foot frontage, a lease of which has been secured. The present building is on leased ground, but the lease still has more than eighty years to run. Ninety thousand dollars was paid for the building and the new structure will cost about \$150,000.

Phil Ruxton's Portfolio.

At the Second International Printers' Cost Congress at St. Louis, Phil Ruxton, Incorporated, presented each delegate and visitor with a handsome portfolio bound in facsimile to the specimen-book recently issued by that company. The portfolio contained a pad of high-grade paper of gray tone, a capacious pocket for the reception of notes, and an invitation to visit parlor "F" on the convention floor, where an elaborate exhibit was arranged of the products in color-printing on the Margo system and the application of the Margo cabinet exemplified. The feast of interesting things in printing-ink was supplemented by creature comforts—and there was not a dry throat when the exhibit closed each evening.

Richmond Printers Beat Champions.

It was a Waterloo for the champion printer baseball players of America when they marched on Richmond, Virginia. After the New York team had demonstrated for the second time that it was the boss in things "baseballic," so far as the Printers' Baseball League was concerned,



A PRINTER'S HOME.

Residence of James A. Gury, journeyman printer, Waterloo, Iowa.

the Richmond printers rudely shook the New Yorkers and incidentally gave them a few pointers on how the national game should be played. The New York players had rewon the championship at Washington, D. C., during the national tournament in October and were in possession of the Herrmann trophy, but evidently this fact held no terrors for the defenders of Richmond. In the face of one of the fiercest fusilades ever trained on an enemy by a "rooting" army, the Southerners calmly took their opponents' measure and handed them a package of nine goose-eggs which must have weighed as heavily as that many cannon-balls. In the seventh inning a supreme effort was

made by the Eastern rooters and players, but there was "nothing doing" and the final score stood 2 to 0 in favor of Richmond.

Printers Oppose Politics in Union.

The Chicago Federation of Labor recently submitted to referendum vote among the membership of all organizations affiliated with that body the following questions:

"Shall labor indorse and coöperate with the Socialist party?"

"Shall labor form an independent political party?"

"Will you abide by the decision of the majority given on these questions?"

By a vote of more than 2 to 1 Chicago printers rejected both Socialism and independent party action. The first proposition was defeated by a vote of 879 to 400 and the second by a vote of 948 to 405. The returns on the third question indicated that the majority-rule principle was strong with the printers, as almost 200 of those who voted against the introduction of politics into their organization agreed to abide by the decision of the majority, the vote standing 583 for and 777 against.

Denver is to be the general Western headquarters of the United Typothetae of America. The meeting was attended by the heads of nearly all of the city's printing establishments and supply houses, among which were many members of the Typothetae. According to the announcement, a secretary, with supervision over all Typothetae branches west of Denver, will be appointed. Eastern headquarters are at Philadelphia. Assistant National Secretary H. S. Neal, who attended the meeting, will remain in Denver about two months, with a view to perfecting the Western organization.

Prizes for Linotype Operators.

The Mergenthaler Linotype Company of New York has offered \$1,500 in prizes for the best advertisements set on the Linotype. The specimens are to be full-page department-store advertisements, and must be clipped from a ready-printed issue of the newspaper in which they appeared. That all offices may have a fair chance, the contest has been divided into three classes, covering offices from one to an unlimited number of machines. Individual prizes of \$75, \$50 and \$25 are offered to respective fore-



A PRINTER'S HOME.

Residence of H. L. Thompson, pressman, Lynchburg, Virginia.

Hoe Library to Be Sold.

The library of the late Robert Hoe, the printing-press manufacturer, said to be worth \$1,500,000, will be sold at public auction. The library contains twenty-one thousand volumes, among which are books of almost priceless value, including two copies of the Gutenberg Bible. The books will be sold volume by volume, beginning next February, at the new quarters of the Anderson Auction Company, Madison avenue and Fortieth street, New York city. The two copies of the Gutenberg Bible are perhaps the most notable of the collection, one being printed on vellum. Only seven of these Bibles, it is believed, are now in existence, and they are highly prized as genuine relics of the art preservative of all arts. J. Pierpont Morgan is said to be the only other private collector in possession of a copy printed on vellum.

Western Headquarters for Typothetae.

At the first annual meeting and banquet of the master printers of Denver, held in the convention hall of the Albany Hotel, on September 24, it was announced that

men whose crews are considered to have done the best work, and other prizes of \$175, \$100 and \$75 will be awarded to composing-room employees participating in the make-up of the successful specimens, according to their respective ranking. The specimens must be mailed not later than November 30.

Proofreader in Song Hit.

Compelled to relinquish his work as a proofreader on the St. Louis *Republic* on account of failing eyesight, John E. Sallee recently turned his attention to music, although never having received a musical education. At home, while undergoing treatment for his eyes, he picked out on the organ the melody for "Cuivre," the title of an original song of his own composition. It was published on the first of October and is said by professional musicians to be almost perfect, only one small correction having been made in the original manuscript, notwithstanding the fact that it is in the key of four flats. The Cuivre river, from which the song takes its name, was the scene of the author's boy-

hood fishing and hunting excursions and is forty miles north of St. Louis. A recent visit to the spot by Mr. Sallee brought back so many fond memories that he was simply forced to vent his feelings in verse, which was afterward set to music of his own composition.

State Printing Contract Makes Trouble.

Springfield printing-houses are charging that politics alone was the governing factor in the awarding of the Illinois fourth-class state-printing contract to a Danville firm. Schnepf & Barnes, of Springfield, whose bid was \$14,930.06, against \$16,272.03 by the Illinois Printing Company, of Danville, have filed a protest with the State Printing Commission, which is composed of the Secretary of State, the State Auditor, the State Treasurer and the Attorney-General. The bids of Schnepf & Barnes and the Rokker Company were rejected on the ground of insufficiency of equipment, but the protestors aver that whether they actually own adequate equipment at this time is wholly immaterial in view of the ability to procure the same without delay, which condition was recognized by the commis-

American Lithographic Company Takes Lease of South Brooklyn Property.

Strong indication was given October 18 through a lease made between the Bush Terminal Company and the American Lithographic Company, of Nineteenth street and Fourth avenue, Manhattan, that the latter corporation contemplates the removal of its immense plant from Manhattan to South Brooklyn in order to facilitate its shipping operations. The lease calls for 64,780 square feet of space in Model Bush Loft Building No. 6, at the foot of Thirty-fourth street, South Brooklyn, where the new tenant will occupy the entire sixth floor. Building No. 6 is still in course of construction and will be finished in the early part of next year, the American Lithographic Company intending to set up the machinery designed for the new quarters in February, 1911. The terms of the lease are for three years with an option of any part of ten years.

It is stated that the American Lithographic Company looks upon this move as a test, on the results of which the shaping of many of its future plans will depend. The company has been attracted to South Brooklyn by the excep-



A PRINTER'S HOME.

Residence of Walter S. Brown, pressman, Lincoln, Nebraska.

sion two years ago when letting a printing contract to the *Illinois State Journal*. It is possible that the matter may be carried into court.

Settlement at Spokane.

The wage controversy between the employing printers of Spokane, Washington, and their employees was settled by a compromise agreement reached early in October. By the terms of the settlement job-printers received an increase of \$1.50 a week, making their weekly wage \$25.50. Day linotype operators are given an increase of \$3 a week, the scale being raised from \$27 to \$30, and foremen in small shops, who heretofore have been receiving \$24 up, will receive a flat wage of \$30 a week. Fred Barker, organizer for the international union in eastern Washington, was delegated by President Lynch to effect a settlement, and at a special meeting on October 2, the union accepted the compromise offered by the employers through Mr. Barker. By the terms of the agreement, the contract may be terminated by either side on sixty days' notice.

tional shipping facilities provided there by the Bush Terminal Company, which make freight transportation in the original car, without reloading and intermediary trucking, possible. The saving in time, cost and labor accruing from a shipping system which eliminates cartage through the congested streets of Manhattan, is declared to be the principal reason for the experiment which, if found successful, may lead to the ultimate transfer of one of the largest individual plants of this class in the world from one of the city's boroughs to another.

Printers Shun Public Printing.

Pennsylvania printers are not itching for the contract of printing the *Legislative Journal* for the General Assembly sessions of that State. Bids were advertised for, but up to noon, September 13, the time limit for receiving the bids, not a solitary printer in the State offered to do the printing under the conditions fixed by law. A number of local printers were present at the office of the superintendent of public printing and binding at Harrisburg,

where the bids were to be sent, but declared that the contract would be unprofitable under the maximum prices fixed by the statutes. They said also that the clause taxing the contractor \$500 a day for failure to deliver the *Journal* at a certain hour after delivery of copy was unreasonable, and that printers did not care to accept such a responsibility for the small profit, if any, the maximum prices allowed. As a result the state officials are in a dilemma.

An Appreciative Employer.

Sympathy for unfortunate employees which carries with it practical aid is probably not as much in evidence among employers as it should be. Here and there, however, efforts are being made by big-hearted and far-seeing employers to render assistance to the sick and maimed among the members of their working force. At Chicago recently the Peterson Linotype Company, through the head



A PRINTER'S HOME.

Residence of O. W. Walkup, journeyman printer, Galesburg, Illinois.

of the house, C. S. Peterson, made the following announcement to its employees:

In appreciation of the loyalty shown by its employees, and to further the good feeling already existing, the Peterson Linotype Company announces the following benefits to be paid to those who have been continuously in its employ for one year or more, and who are incapacitated, through injury or sickness not due to the use of intoxicants or to illegal or immoral acts, for more than two weeks. The benefit will be based on the weekly wages earned, and will be paid weekly for a period of not more than eight weeks, beginning after the second week of sickness. Not more than eight weeks' benefit will be paid to any person within one year.

SICK BENEFIT.

To those employed 1 year...20 per cent of the weekly wage.

To those employed 2 years...25 per cent of the weekly wage.

To those employed 3 years...30 per cent of the weekly wage.

To those employed 5 years...35 per cent of the weekly wage.

Provided, in no case will the benefit be less than \$3 or more than \$10 weekly.

C. S. PETERSON.

October 1, 1910.

The chapel fittingly passed resolutions thanking Mr. Peterson for his interest in the welfare of those in his employ, and with his approval has adopted rules governing the payment of the benefits. At the request of Mr. Peterson the committee which will have supervision of the benefits is composed of two representatives of the chapel and only one representative of the office.

Sacramento Pressmen Boom Exposition for San Francisco.

The following preamble and resolutions were adopted at a recent meeting of Printing Pressmen's Union, No. 60, of Sacramento, California:

WHEREAS, San Francisco, the queen city of the Pacific coast, is desirous of holding an exposition in the year 1915, the same to be known as the Panama-Pacific Exposition, to commemorate the opening of the Panama Canal; and,

WHEREAS, The opening of this canal will not only benefit San Francisco but the whole Pacific coast, by creating a demand for our products, opening up new fields of industry, thereby necessarily increasing the demand for mechanics and trade-unionists; and,

WHEREAS, The city of San Francisco stands pledged to raise \$7,500,000, plus a bond issue of \$5,000,000; and,

WHEREAS, The people of the State of California will in addition undubtably vote a further sum of \$5,000,000; and,

WHEREAS, At least sixty-five per cent of the entire sum appropriated will be expended for labor furnished during the exposition; and,

WHEREAS, Sacramento city is the railroad center of northern California and will necessarily reap many of the benefits of this great exposition, therefore, be it

Resolved, That the members of Sacramento Printing Pressmen's Union, No. 60, assembled in regular meeting on this day, October 11, 1910, do hereby endorse the proposition of holding said exposition in the city of San Francisco.

Resolved, That the members of Sacramento Printing Pressmen's Union, No. 60, do hereby pledge themselves to write their friends in the East to vote in favor of the constitutional amendment raising \$5,000,000 on bonds and assist in every possible way San Francisco's fight.

Resolved, That No. 60 instruct our delegates to Sacramento Federated Trades and Allied Trades Council to ask of these bodies to give the matter of the Panama-Pacific Exposition all the publicity in their power, and to ask of all sister unions their help in this matter; and be it further

Resolved, That a copy of these resolutions be furnished the press of Sacramento, the *American Pressman*, *INLAND PRINTER*, *Art Printer* and *American Federationist*; also a copy be sent to the International Printing Pressmen's and Assistants' Union Board of Directors and the Executive Committee, American Federation of Labor.

General Notes.

BYRD'S CITY DIRECTORY, of Atlanta, Ga., has been discontinued.

C. L. POST will erect a new printing building at Battle Creek, Mich.

THE TARIFF BOARD is hard at work upon the pulp and paper schedule.

PRINTERS of Pullman and Moscow, two Washington towns, have formed a union.

NEW YORK typos are still champions of the Printers' National Baseball League. They put Chicago to rout in the final test of the recent tournament

in Washington, D. C., and therefore continue in possession of the Herrmann trophy.

THE Ben Franklin Club, of Evansville, Ind., is stirring up the dry bones in that city.

THE Barnes-Crosby Engraving Company has opened a Southern office at Atlanta, Ga.

THE McMillan Publishing Company, of Chicago, will erect a four-story building at Twenty-fifth street and Prairie avenue.

WILLIAM C. BRECHT and George R. Elliston have purchased the printing establishment of Jacob D. Rider, at Lancaster, Pa.

A CRUSADE against unhealthful conditions in printing-offices has been launched by the Denver Allied Printing Trades Council.

THE Post & Davis Company, printers and engravers, New York city, has made a settlement with its creditors at 15 cents on the dollar.

EMPIRE LINOTYPE SCHOOL, 419 First avenue, New York, has added two more Linotypes to its equipment, now making a battery of six machines.

JOHN W. BARR, president of the Fidelity Trust Company, was recently appointed receiver of the Nunemacher Printing Company, of Louisville, Ky.

A CLUB of printing tradesmen is working hard for the election of Joseph P. Turk, well-known printer, as Marion County recorder, at Indianapolis, Ind.

THE New Ulm Printing Company is being organized at New Ulm, Tex., for the purpose of conducting a general job-printing business and a weekly newspaper.

At its October meeting the Houston Typographical Union unanimously voted an appropriation for the renewal of the printers' apprentice school at the local Y. M. C. A.

THE company publishing *Popular Mechanics* magazine has purchased the old Medill homestead, at Cass and Ontario streets, Chicago, to be used as a site for a new building.

MESSES. C. A. MURDOCK & Co., printers and binders, 68 Fremont street, San Francisco, Cal., have announced a change of the corporate name to The Blair-Murdock Company.

At Grand Rapids, Mich., the Employing Printers' Association has resumed its monthly dinner meetings, and a committee has been appointed to arrange the season's program.

A PERMANENT antituberculosis exhibit, to be displayed at all exhibitions where room can be secured, is now being prepared by the Allied Printing Trades Council, of Spokane, Wash.

JOHN HUDSON, a printer, at Asbury Park, N. J., suddenly disappeared a few weeks ago, carrying off part of the printing-plant of his employer. The police have been asked to locate him.

WITH a capitalization of \$14,000, the Birmingham (Ala.) Publishing Company has been organized to do a general publishing business. John C. Henley, Jr., is president and treasurer.

AN explosion of chemicals in the engraving plant of Gatchel & Manning, at Philadelphia, Pa., on October 6, created great excitement in the city but caused slight damage to their plant.

THE Public Service Commission, of New York city, has decided that it had no jurisdiction to order Ward & Low to sell *Ainslee's Magazine* and other publications of Ormond G. and George C. Smith.

A. M. B. MATHERSON has filed a suit against the Phoenix Printing Company, Augusta, Ga., for compensation in the sum of \$10,000, for alleged infringement by defendant on a copyright of a map of Augusta.

AS a result of the advance in wages recently granted to the local unions of the Allied Printing Trades Council, at Denver, Colo., the job-printing houses have increased their scale of prices about eighteen per cent.

A DEMONSTRATION of the workings of the Autopress was recently given in the plant of the L. Brethaupt Printing Company, at Milwaukee, Wis. More than sixty leading local printers witnessed the demonstration.

THE International Typographical Union and Typographical Union No. 10, of Louisville, have brought suit against the Kentucky Printing Company, of Louisville, for \$1,500 damages, for alleged illegal use of the union label.

DURING the latter part of September, Frank Health, secretary of the United Typothetae of America, gave a stereotyped lecture before the Ben Franklin Club, of Milwaukee, Wis. His subject was "The Printer and the Dollar."

A NEW Allied Printing Trades Council has been organized at San Francisco, Cal. Fred Ewald, of the Stereotypers' Union, was elected president, and Harry L. White, president of Typographical Union No. 21, was chosen secretary.

BYRAM L. WINTERS, a prominent attorney and publisher of Tioga County, N. Y., recently put in an entirely new equipment of the best machinery, and is said to have one of the most complete printing-plants in the country, at Waverly, that State.

It is reported that several large printing concerns will apply for an injunction restraining Postmaster-General Hitchcock from using any of the money appropriated under the last postal appropriation bill for printing addresses on stamped envelopes.

THE State of Pennsylvania is in dire straits for the printing of the proceedings of the next General Assembly. On account of the unfavorable law regulating prices, no bids could be secured and the mimeograph may have to be resorted to, say the officials.

C. P. HARWOOD, a well-known Richmond (Va.) printer, recently employed on the *Evening Journal* of that city, has launched into the stationery and job-printing business. The Mutual Stationery & Printing Company was recently organized, and Mr. Harwood was placed at its head.

CONSOLIDATION of the Nashville Printing Company and the Organ Printing Company, of Nashville, Tenn., has been effected. This new concern will be known as the Organ-Simpson Printing Company, and many new features will be added to make it one of the best job-shops in the city.

In a recent suit brought before Justice Whitney, of the Supreme Court of New York, printers' galley proofs of testimony taken by a commission were submitted at the trial, but His Honor directed that these would not be accepted. He ordered that the testimony be submitted in page form.

On October 3 the printing district of Brooklyn, N. Y., was visited by a \$250,000 fire. The C. & M. Envelope Company's building, at Pearl and Elm streets, was completely destroyed. A seven-story building adjoining, occupied by the R. C. Kastner Printing Ink Company and similar concerns, was also gutted.

THE concern known as the Shelby News Company, owned by Dickerson Brothers, of Shelby, Ohio, has sold its entire printing-plant to a new corporation named the Dickerson Printing Company, which will enlarge the

plant and business. The new company will do general commercial printing. The officers are: C. J. Anderson, president; W. L. Dickerson, vice-president and general manager, and E. J. White, secretary and treasurer.

GEORGE A. LINDSAY, owner of the Commercial Printing Company, of Marion, Ind., has purchased the Teachers' Journal Printing Company, and will consolidate the two concerns under the name of the former company. The control of the *Teachers' Journal* has passed into the hands of its editor, Prof. A. Jones.

THE Cincinnati Printercraft Club opened its new clubrooms on October 2. Speeches and music abounded. Among other big features was a Dutch lunch, which was served at 10 P. M. to the members, their women friends, visitors and guests. At 2 P. M. the clubrooms were formerly presented to the membership by President Ed B. Karrick.

THE W. D. Pratt Printing Company, Indianapolis, Ind., is in the hands of a receiver. The petition for a receiver was filed by the Crescent Paper Company, alleging that the Pratt concern was indebted to a number of corporations to the extent of \$80,000, and asking for a judgment of \$150,000. The Pratt Company was shown to be solvent, having assets of approximately \$150,000.

GEORGE H. ADAMS, formerly of Pine Bluff, Ark., but recently of Helena, has returned to the former city and identified himself with the Adams Printing Company. For the past four years Mr. Adams has controlled the *Helena World* and the *Hot Springs Bulletin*, but some time ago retired from active newspaper work, selling all of his interests in the *Bulletin* and a half interest in the *World*.

THE twenty-fifth anniversary of Williamsport (Pa.) Typographical Union was celebrated on September 21 with a banquet in the Arlington Academy. Toasts were responded to as follows: "From the Files of Memory," Elmer E. Person; "Local Standards, Past and Present, of the Art Preservative," Frederick E. Manson; "Joan Gutenberg," W. Russell Deemer, Esq.; "Relations Between the Business Office and the Composing-room," George E. Graff; "The Principles of Art in Job-printing," Harry W. Kiesel; "Technical Trade Education," George W. Heap; "The Moral Aspect of Printing," Rev. William C. Rittenhouse.

New Incorporations.

Dickerson Printing Company, Shelby, Ohio. Capital, \$10,000. Incorporators: C. J. Anderson and others.

Owens Printing Company, Jackson, Miss. Capital, \$10,000. Incorporators: F. A. Owens, F. E. Riley and others.

The Co-operative Press, Indianapolis, Ind. Capital, \$10,000. Incorporators: H. Jenkins, H. Graff, W. F. Hansman.

Regwell Printing Company, Wilmington, N. C. Capital, \$5,000. Incorporators: W. R. Yopp, E. and J. A. Register.

Remy-Nance Printing Company, Nashville, Tenn. Capital, \$5,000. Incorporators: T. J. Nance, T. N. Remy, L. H. Dupont.

Black Printing Company, Tulsa, Okla. Capital, \$12,000. Incorporators: A. Black, C. H. Black, F. Neerman, C. F. Neerman.

Buffalo Printing Ink Works, Buffalo, N. Y. Capital, \$25,000. Incorporators: E. F. Reichen, O. R. Hunn, L. L. Lewis, Jr.

Spanish-American Publishing Company, Chicago, Ill. Capital, \$30,000. Incorporators: F. L. Chase, H. E. Smoot, E. J. Olson.

Merritt Publishing Company, Chicago, Ill. Capital, \$5,000. Incorporators: W. L. Sullivan, J. F. McInerney, J. F. Warner.

R. Grane Employee Publishing Co., Denver, Colo. Capital, \$5,000. Incorporators: W. B. McNinn, A. R. Griffen, H. C. Gallup.

Mississippi Newspaper Union, Jackson, Miss. Capital, \$50,000. Incorporators: W. H. Barnes, A. C. Owens, W. S. May and others.

The Cornelius Printing Company, Indianapolis, Ind. Capital, \$15,000. Incorporators: G. M. Cornelius, A. M. Cornelius, E. P. Fulmer.

Whitehead Publishing Company, Birmingham, Ala. Capital, \$6,000. Incorporators: J. B. Cummings, H. Whitehead, T. J. Whitehead.

Hotel and Club Topics Publishing Company, Seattle, Wash. Capital, \$10,000. Incorporators: T. Lowe, C. M. Hodson, C. E. McMullin.

Davis & Reeder (printing and publishing), Wilmington, Del. Capital, \$10,000. Incorporators: H. W. Davis, W. F. Reeder, J. M. Frere.

The Hubel & Sailer Company (printers and bookbinders), Newark, N. J. Capital, \$25,000. Incorporators: J. F. Hubel, M. A. Hubel, J. Sailer.

J. & P. B. Myers (stationers, printers and electrotypers), Manhattan, N. Y. Capital, \$25,000. Incorporators: P. B. Myers, W. J. Myers, R. L. Myers.

Robert Buggeln Company (printing and publishing), New York city, N. Y. Capital, \$20,000. Incorporators: R. Buggeln, F. G. Schwarz, J. F. Egerton.

Patriotic Philadelphia Company (printing and publishing), Camden, N. J. Capital, \$100,000. Incorporators: C. C. Robertson, J. P. Murray, F. A. Kunz.

Birmingham Publishing Company, Birmingham, Ala. Capital, \$14,000. Incorporators: J. C. Henley, Jr., C. P. Agricola, J. R. Crouch, W. Henley, T. H. Molton.

The Foster & Reynolds Company (printers and publishers), Manhattan, N. Y. Capital, \$150,000. Incorporators: W. C. Foster, C. B. Reynolds, J. W. Schulze.

Tennessee Publishing Company, Nashville, Tenn. Capital, \$800,000. Incorporators: L. Lea, A. M. Shook, J. O. Leak, H. Suter, F. M. Ewing, G. T. Fitzhugh.

The Leighton & Valentine Company (booksellers, stationers, engravers, lithographers, etc.), Portland, Me. Capital, \$300,000. Incorporators: H. C. Leighton, president.

The Foster & Reynolds Company (printing and publishing), New York city, N. Y. Capital, \$150,000. Incorporators: W. C. Foster, C. B. Reynolds, J. W. Schulze.

The Lima Printing Company, Lima, Ohio. Capital, \$10,000. Incorporators: L. O. North, W. T. Balty, Wm. Fickie, Ed Reed, C. F. Yeager, Jr., J. M. Smith, R. H. Calkins.

Deaths.

Fall River, Mass.—John Donald Munroe, of the Munroe Press.

Mastic, L. I.—William B. Dana, founder and publisher of the *New York Commercial and Financial Chronicle*.

Chicago, Ill.—Walter B. Coles, president of the Keefe-Coles Printing Company. (Body found in lake, into which he is supposed to have fallen while delirious from typhoid-pneumonia.)

PROOFROOM



BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

Grammatically Singular, Logically Plural.

J. T. S., Honolulu, Hawaii, writes: "John Smith, in business here for fifty years as a haberdasher and clothier, dies and leaves his entire estate to members of his family who continue the business. In order to protect their interests, not included in the mercantile undertaking, the family incorporates the clothing and haberdashery under the name of 'John Smith Limited.' The stationery has been lithographed for years thus: 'John Smith Ltd., haberdasher, clothier.' A recent order has the request that the words 'clothier' and 'haberdasher' be changed to the plural, because there are five persons interested in the business. Is it correct to use the plural?" Answer.—"John Smith, Ltd.," may be correctly considered in the singular or plural number. John Smith may have associated with him any number of persons sharing in the profits of the business, but no indication of plurality of interest would necessarily be indicated in his name. With the business incorporated as John Smith, Ltd., it is still not necessary to indicate plurality of interest in the description of the business, though it would be logically correct to do so, for the reason stated, that incorporation implies a number of partners, and the plural thus simply acknowledges that fact. As John Smith has been known in the trade for over fifty years, intimate personal feeling, indicative of concentrated effort, attaches to the title "John Smith, Ltd., Haberdasher, Clothier," which many would not change to "John Smith, Ltd., Haberdashers, Clothiers," considering it a mistake to change in any particular, because the old form has all the value and significance of a trade-mark. But the decision must rest with the persons who carry on the business.

Punctuation and Capitalization.

A recent publication under this title is one of the most disappointing things of its kind ever brought to our attention. It is written by Charles H. Cochrane and published by the Cochrane Publishing Company, New York. The writer's greatest personal disappointment arises from the fact that he has long known the author, who has asked him to say something friendly, and it is impossible to comply with the request. The pamphlet (such it is, and paper-covered) might be worth five cents a copy if it contained any real information, and it is marketed at fifty cents a copy, without the five cents' worth of information. He who writes this hates to do it this way, but he has studied for a week to find a better way to say something, and simply can not do it and be truthful. Never was anything more certain than that Mr. Cochrane would not himself pay fifty cents for the pamphlet if any one else had made it. He states an aim in his "Introductory" remarks thus: "The aim of this booklet is to furnish a convenient guide to correct punctuation and capitalization." He opens the discus-

sion of punctuation thus: "Literary men usually have left their punctuation largely to the printer, and only here and there can be found a writer who overrides or desires to override the authority of the proofreader. In this manner printers and proofreaders have become authorities in matters of punctuation, and have made rules and laws of their own, some of which are generally accepted, while others are disputed, or accepted only in part, by authors and editors. Let us in a spirit of inquiry approach the points, one by one, and discuss the latitude with which they may be used and the purposes to which they are absolutely confined." Well, we have approached them with Mr. Cochrane, and we can not find any definite indication of latitude or absolute confinement that is not well known to everybody that knows anything about the points. Who needs telling, for instance, that "the period primarily serves to separate sentences, and the sentence constitutes the very groundwork of grammar, being essential to intelligent speech?" We do not discover many matters of detail wherein we differ with Mr. Cochrane—but, unfortunately, this may be due to the fact that he does not treat a sufficiently large number of details, and consequently leaves us woefully lacking the promised guide to correct practice. In the section on the hyphen we are told, "The use of the hyphen in punctuation is peculiar." This certainly is a peculiar saying, for the hyphen has no use in punctuation. It is not a punctuation-mark at all. It is a tie-mark, that indicates unification of the parts that it connects. But Mr. Cochrane knows this as well as we do, for he says, "It simply serves to connect or show the relation between adjacent words or parts of a word." "It would be possible to fill a good-sized book with arguments concerning these [uses of the hyphen], without at all exhausting the subject or saying the last word in favor of or against some system, rule, or application of the hyphen." After devoting ten pages to the hyphen in compounding and divisions, Mr. Cochrane says: "The writer is well aware, in discoursing on the use of the hyphen for the division of words, that he leaves the subject just about where he found it, and that any one perusing this with a view of clearing up his mind on the subject will remain almost as much in the haze as before." Alas! too true is this not only as to the hyphen, but of the whole discourse. And it is not a discourse that busy people need, but something that will really serve as a guide to correct practice. Though many style-books have been made, the writer has never seen one that did not leave almost every question "in a haze." It seems impossible to get rules made so that many people will understand them in just the same way. Mr. Cochrane refrains from making many rules, but that should have induced greater care in making them more widely applicable.

A PRINTER'S PRAYER.

BY M. R. BROWN.

Give us, O Lord, our daily care
And hands of ready skill,
To keep the devil on the chase
Attending to our will.
Give us this day a job to do
Requiring all precision;
Give us an eye to balance, too,
And quickness of decision.
Teach us our types and lead us not
To ornament's temptation,
And may the end to which we've fought
Prevent o'er-decoration.
And give us each a little space
To write our names all vernal
Upon the page in some small place
In Heaven's own trade journal.

THE SECOND INTERNATIONAL PRINTERS' COST CONGRESS.

BY W. B. PRESCOTT.



ATURE was attuned to the spirit that pervaded the Second International Cost Congress which met at St. Louis, on October 6, 7 and 8. The weather man provided sunshine tempered with cool winds — just the brand of his specialty that makes man step high and feel that the world is his oyster. This optimism-breeding weather was not sunnier or breezier than the delegates and proceedings of the congress. In all essential respects this gathering outpointed its predecessor held in Chicago last year. "Small" printers — in many senses, what a misnomer that

order as temporary chairman and asked the Rev. W. F. McMillan to invoke the divine blessing. It was also an assemblage with a gluttonous love of work, for the clergyman scarcely had taken his seat when Mr. Morgan expressed gratification at the manifestation of the effects of the commission's work which was shown in the great gathering before him. The growth of the get-together sentiment had reached the point where men not merely knew but believed and saw that the interests of the supply men and producers were correlated, continued Mr. Morgan. The first congress laid the foundation and it is the duty of this congress to raise the superstructure. In discharging their obligations in this respect, the speaker urged the delegates to beware of inaccuracy creeping into any pronouncement about the basis of costs. If we build broadly and properly now, concluded Mr. Morgan, it is a reasonable prediction



OFF FOR THE COST CONGRESS.

Samuel B. Donnelly, Public Printer, Washington, D. C.; William C. Hollister, Lino-Tabler Company; George E. Lincoln, Chicago manager, Mergenthaler Linotype Company; J. A. Morgan, chairman, American Printers' Cost Commission; Charles V. Simmons, Waterloo, Iowa, delegate to Cost Congress; F. D. Montgomery, Manz Engraving Company, Chicago; Paul H. Manz, Manz Engraving Company.

term is! — from the small cities were there to tell with glee of how conditions had improved as a result of the inspiration received a year ago at Chicago. Owners of big printshops in the large cities gave their experiences as individuals and promoters of associated effort; of the 548 registered possibly 200 were supply men who added to the gaiety of the assemblage, and who shouted for and boosted anything and everything that had the flavor of helping the printer man; there was a delegation buttonholing and talking for a great graphic-arts employers' association; an organizer and a prominent member of the typographical union who had been detailed to take a close look into the works of a cost congress and extract what knowledge they could for the purpose of passing it on to their organization; and lastly there were paid officers of Typothetae, boards of trade, master printers' associations and Ben Franklin clubs galore.

WARNING AGAINST INACCURACY.

So altogether it was an out-of-the-ordinary assemblage that J. A. Morgan, chairman of the commission, called to

that the printing industry will soon occupy the foremost position in the country's commercial annals.

CHOOSING THE OFFICERS.

The next item on the order of business was the election of chairman, and while appreciation of his address was still being expressed in salvos of applause, Mr. Morgan announced a new rule. It was that the temporary chairman was not eligible for the office of permanent chairman. He then asked for nominations. Like democratic office-seeking in the South, to be named proved equivalent to election, and after appropriate eulogies, Lawrence E. Fell, of Philadelphia, and W. J. Hartman, of Chicago, were selected as chairman and vice-chairman, respectively. F. J. Scott, of Minneapolis, and G. L. Stevens, of Galveston, Texas, were selected secretaries. Chairman Fell sidestepped a speech by calling on Vice-Chairman Hartman to do the chairmanship oratorical honors. He did so by congratulating his hearers on having the wit to be the advance guard of the army that would lift the industry from the

slough in which it has fallen. To the tune of wild applause he declared that fifty per cent of printers' troubles were at an end; that the supply men would have to cooperate, and learn that the printer who doesn't know costs is not a safe business man.

REPORTS OF COMMISSION AND TREASURER.

As chairman of the cost commission, Mr. Morgan made the annual report, which reviewed the commission's work during the year, giving meetings held, the results thereof, tokens of appreciation from foreign lands and other events which have been noted from time to time in these pages. The commission reported that it had now a list of 6,500 names of houses which are interested in cost finding in various degrees. Hope was expressed that this list would grow; reference was made to the sincere interest evidenced by supply men, and the commission reported favorably on a projected movement for closer affiliation.

Treasurer A. M. Glossbrenner reported receipts of \$4,651 and expenditures of \$4,359, in round figures. The expenditures were confined to actual railroad and hotel expenses incurred by the commissioners and printing-office work.

A COST EXPERIENCE MEETING.

Included in the commission's report were letters from commissioners and others on the growth and effect of the cost-finding movement in a number of cities and towns. Other reports were given in the shape of papers or talks on the floor. Interesting as they were and are, space limits compel a mere bird's-eye view here. Mr. Purcell, of Sioux Falls, said the industry there had had a remarkable uplift. Organization had shown two vital defects of the trade—lack of knowledge of costs and a wrongheaded, suspicious attitude toward competitors. Investigation of the subject resulted in prices being raised about thirty per cent on an average; in some instances it took an increase of one hundred per cent to put jobs on a paying basis. Out in Sioux City printers make a practice of having their cost figures open to inspection for the purpose of convincing customers of the fairness of their purpose. This club and the Des Moines club have spent money in spreading the gospel among printers in its competitive zones.

William Pfaff, of New Orleans, with his humorous view of life, told of similar experiences in the Crescent City when printers understood costs. In many instances they found prices too low and in a few others excessive. The printers put their heads together and decided to raise the low rates. As for the excessive charges, New Orleans printerdom is still praying for light.

And so the experiences went, similar in the main. Some towns had systems in vogue for a few months, some a little longer, paying tribute to the First Cost Congress as the commercial alarm clock that woke them up. Mr. Clemmitt, of Eastern and easy-going Baltimore, anticipated the testimony of men from Kansas, Texas and elsewhere when he said that the first showing of results of keeping cost produced a shock. There was doubt, but after the effects of it wore off the unanimous opinion was that the systems were truth-getters, and measures for readjustments were immediately adopted.

After this potpourri the convention settled down to the reading of papers which proved to be well prepared, meaty and interesting.

EFFICIENCY—WHAT IT IS AND DOES.

Mr. Glossbrenner opened this portion of the program with an address on "Efficiency," which he said was closely

related to cost systems. Its main function in manufacturing was the elimination of waste. Perhaps the most glaring evidence of inefficiency in the printing trade is the disposition to make figures to meet competition. This is the result of lack of knowledge. Mr. Glossbrenner contended that the keeping of correct records would go far toward producing more scientific conditions. Advocating good wages and the best working conditions, the speaker said they would avail little unless accompanied by good management. On the manager and employer devolved the duty of devising methods of production and of payment that will make men more efficient. Mr. Glossbrenner mentioned a case where efficiency had been increased fifty per cent at a ten per cent increase of cost. As might be expected, the address concluded with a strong appeal for the installation of cost systems, which were declared to be merely insurance premiums against bankruptcy, and the speaker urged every printer to establish one immediately, and not leave it for the sheriff to do, as occurred in Indiana recently, where a receiver put in a system.

During the ensuing discussion the opinion was expressed that another system of compensation for labor must be adopted. Mr. Gage, of Battle Creek, directed attention to the inefficiency displayed by lack of sorts and the unsatisfactory manner in which work is sent from the business office to the mechanical departments. "A part of efficiency," said Mr. Gage, "is knowing the productive capacity of prospective machinery, for to purchase tools which do not do what is wanted or which are not fully employed, is inefficiency at the fountain head."

The gentle art of starting late and washing up early having been mentioned, Mr. Finlay, of Boston, said he didn't see why employers who set the example of shaving an hour or so off the workday could object very strenuously to their employees wanting to shave off a few minutes. Mr. Sleepack, of Chicago, opined that the amount of efficiency gotten out of employees was in direct ratio to the amount of efficiency employers put into the business. As for the House of Sleepack, he was on the floor about the quitting hour, and none of the employees washed on the firm's time.

THE INEFFICIENCY OF "KID" FEEDERS.

Robert T. Porter, of Fargo, North Dakota, contributed the information that his concern had improved the efficiency of the job pressroom by discharging "kids" as feeders and employing job pressmen in their stead. There was not only an increase of output, but spoilage had been reduced to minimum proportions. This he attributed in part to the higher class of labor employed and the impossibility of evading responsibility.

R. T. Deacon, of St. Louis, Missouri, said good work was the result of good workmen, who always cost good money. But when the printer has attained all these he is too prone to depreciate its value by catering for work under competitive conditions so severe that the ethics of the craft and ordinary business prudence are forgotten. The St. Louisan reprobated the "dummy" habit, comparing the architect to the printer, to the disparagement of the last mentioned, who was undignified, if not worse, when he expended his time and money in designating jobs and gave away the children of his brain. The architects know better and do better. Mr. Deacon also thinks the "filler" is out of place in the printing business, and made a plea for clean and sanitary workrooms.

Mr. Deacon's remarks moved Chairman Fell to say that no one saw anything wrong in there being fixed prices for shoes—a five-dollar shoe is a five-dollar shoe, not only in

a given city but in other cities. The merchant who has two prices for an article is not regarded as enterprising, but looked on with suspicion. Mr. Fell hoped he would live to see the day when there would be one fair price for a piece of printing, whether it was done in Smith's or Robinson's printery.

BALTES AND HIS METHODS.

The next speaker proved one of the sensations of the congress. He was F. W. Baltes, of Portland, Oregon, unusually successful job-printer and author of the popular "Cost of Printing" [Chicago: Inland Printer Company]. With a presence and delivery that reminded one of William Jennings Bryan and handling figures with the rapidity of a lightning calculator, Mr. Baltes made some of his auditors gasp as he told the story of his methods in a rattling, dashing way. He complimented the commission on having done more than any other agency to elevate the business. Though on the point of retiring from the game, he was sure of benefiting from the commission's effort, though in an unusual way. He wanted to sell his plant, which had earned \$70,000 in hard cash — which he put in real estate — in the last five years, but he couldn't get a nibble. This he attributed to the unsavory reputation which hung over the business like a pall. He was sure that cost finding and its accessories would clear the atmosphere, and make a market for printing-offices.

When he got down to details, Mr. Baltes was not less interesting as he told of selling ninety per cent of his press-room hours, and explained the workings of his work-tracing card. He attributed his success in part to the loyalty of his employees, and declared with pride that even the press-feeders were with him. Mr. Baltes has promised to favor readers of THE INLAND PRINTER with several papers on this subject, which we are sure will prove interesting and profitable.

F. I. Ellick, of Omaha, was the mouthpiece of the commission in giving an "Exposition of the Standard Uniform Cost-finding System." Elaborate charts were used, and so many references were made to them that a precis of this excellent address is impossible here. With his usual energy and clarity, Mr. Ellick took his audience through the mazes of cost-keeping, interspersing his remarks with good advice. He said proper appraisalment of a plant was a prerequisite for a successful cost system, and the appraisalment should be made by a concern making a specialty of such work. He adjured printers to charge for work on a basis of fact, and not on the ought-to-be system — to know what they were doing when they attempt to do business.

LOSS OF BUSINESS NOT LOSS OF MONEY.

"Will Use of Cost Systems Cause Loss of Business and the Results?" was the subject assigned W. O. Foote, of Atlanta, Georgia, who said he was cutting his eyeteeth as a business man, and was ready to begin all over again. He was sure the installation of cost systems would result in less work, temporarily at least, because the fool printers are not all dead; indeed, they are almost as numerous as ever. Thanks be, however, loss of business does not necessarily mean loss of money. Where systems are introduced and their lessons heeded, the results in profits will be found to be considerable — ample to change the situation whereby the average printer does not secure sufficient profit to give him the status in the industrial world he ought to occupy. Though Mr. Foote did not think the disturbing and embarrassing "filler" could be gotten rid of, yet he believed the present movement had in it the brightest ray of hope since the days of Gutenberg.

PRINTERDOM OF THE FUTURE.

Samuel F. Myerson, of St. Louis, dilated on "The Printing Business As It Was, As It Is Now, and As It Should Be," by first giving an excellent sketchy talk on conditions past and present. Then he pleaded for a uniform and correct system of cost accounting, maintaining that an inferior system, while some improvement on none so far as a single office was concerned, would lead to confusion and loss in the competitive field. Mr. Myerson declared that the present régime is moribund. What the future had in store no one could tell, but the next condition can not be worse than the present. The printing world as it should be would see no street solicitors tramping from door to door; no wild-cat credit system by supply men; no cutting of prices; the foreman absolved of union allegiance, owing fealty to his employer; walking delegates or business agents the capable representatives of unions with first-class supplies of labor to dispose of; and, above all, the guesstimator will have silently folded his tent and passed away as completely as the hand compositor of yesterday has done.

PRINTING SALESMANSHIP A SUPERIOR KIND.

When S. J. Harbaugh, of St. Louis, took the platform to address the congress on "Salesmanship" he was vociferously received, and to the accompanying cries of "Hit it hard, Si!" he proceeded to say that the printing salesman should have all the qualities of ordinary salesmen (including those who were in the audience) plus imagination and constructive ability. These qualities are necessary, if one is to achieve success worth while at the printing business. Salesmen should keep in fine fettle physically and mentally. It is a question, however, whether they are as careful in that respect as those employed in mechanical lines. Faults of manner, speech and deportment should be overcome, and it is up to the employer or sales manager to inform an employee of his shortcomings, and to inform him in such a way as would not offend or depress the one in error. But, above all, the qualities that tend to make a successful salesman are those of loyalty to the firm and having a heart interest in the work. Without these, all other efforts to attain the goal will be fruitless.

CREDITS AND MUTUAL INSURANCE.

Julius C. Kirchner, of Chicago, handled "Credits" by explaining the operation and methods of the auxiliary of the Chicago Ben Franklin Club, which takes care of costs and credits. The organization has proved very useful, and Mr. Kirchner advised printers in other communities to follow the example of the Windy City for the purpose of getting rid of the deadbeats and to minimize the bad debts.

J. K. Turner took the place of Alfred J. Ferris, of Philadelphia, Pennsylvania, and spoke on fire insurance, explaining the purposes, methods and benefits effected by mutual fire-insurance companies connected with the printing trades.

H. W. J. Meyer, of Milwaukee, read an excellent paper on "Distribution of Overhead Burdens," which will be found elsewhere in this issue.

PAST, PRESENT AND FUTURE, BY PORTER.

The flavor of the student and the statesman permeated H. P. Porter's masterly address on "Standardization." Though an excellent reader, Mr. Porter used a few charts to more firmly rivet attention on the points he wished to particularly emphasize. He said the future of the printing business depended on the results of the past. Quoting from an article designed to show how men could advance them-

selves, Mr. Porter deplored the fact that young men were told they could prove useful in watching overcharges and substitutions of stock by printers. That is a low estate, but it is the condition to which the trade has fallen. Easy-going methods are responsible for this. The success we have acclaimed has been temporary success. Printers should not be content with building a business for to-day, but one that can be passed on to future generations. It is not more brains and time that are needed, but a more methodical use of what we have. The first step toward betterment is standardization, said Mr. Porter. Though time is the most valuable heritage of man, printers have only begun to analyze it and discover that the commercial hour is expensive because of wastage, which consumes thirty per cent of it. We must have standardized hours and standardized salesmanship, and a standardized cost system that not only shows the cost of production but will prevent overequipping of workshops. Shop practices should be standardized on the basis of the golden rule, and with them a system of business ethics established that is in consonance with the best features of the vision that has now come to the craft. There should be one grand central organization, said Mr. Porter, in which the supply men should be a factor. In this connection the speaker directed attention to the work of and traditions centering around the United Typothetae of America and commended it as the rallying point for the organization to usher in the new régime. Out of all this will grow the standard printer, and here Mr. Porter—inspired by the new printing course at Harvard—displayed a phrenological chart of a head that would do credit to a Greek god. This man would not only be a successful printer, but he will know more than composition, press-work and so forth. He will be well informed, a doer of good deeds, a leader in beneficent public works, a force in the uplifting of his neighborhood, the state and the nation—a patriot-printer, fulfilling acceptably and in all particulars the duties of the highest type of citizen.

Designating the paper as the best that had ever been read before a printers' meeting, Mr. Meyerson, of St. Louis, desired the appointment of a committee to perfect the organization mentioned by Mr. Porter. This question was finally referred to the incoming commission.

WHAT THE CONGRESS OFFICIALLY APPROVED.

The resolutions committee, which was appointed early in the session and to which were referred all sorts of propositions, made the following recommendations:

That the Printing Trades [and Graphic Arts] Mutual Fire Insurance Company receive the careful consideration of all employing printers.

That the incoming commission consider the unification of the printing trade and allied interests under one international organization, and if in the opinion of the commissioners such an association is feasible, that they proceed at once to the consummation of the idea.

That printers' credit associations be approved and their establishment recommended wherever perfect.

That the work of the retiring commission be continued by the election of a commission of not less than fifteen.

That the incoming commission be authorized to raise funds for the prosecution of its work.

That the congress recognize the Standard Uniform Cost-finding System as authorized by the First International Cost Congress.

That applications of cities desiring the next meeting must be made to the chairman of the commission before February 1, 1911.

THE NEW COMMISSION.

There was no objection to any phase of the committee's report and the following were chosen to constitute the incoming commission:

J. A. Morgan, Chicago; A. M. Glossbrenner, Indianapolis; Albert Finlay, Boston; Frederick Alfred, New York; H. C. Wedekemper, Louisville; Robert Fell, Philadelphia; H. Walkenhorst, Kansas City; C. D. Kimball, Minneapolis; C. O. Simmons, Waterloo, Iowa; George H. Saults, Winnipeg; R. T. Maclean, Toronto; Robert Hamilton, Detroit; W. A. Jones, Buffalo; E. L. Stone, Roanoke; C. V. White, Seattle; F. I. Ellick, Omaha; C. H. Brandon, Nashville; H. W. J. Meyer, Milwaukee; R. T. Deacon, St. Louis; C. B. Clegg, San Antonio; William Boise, Baltimore; C. O. Bassett, Cleveland; William Pfaff, New Orleans; John Watson, Jersey City; H. W. Kistler, Denver.

PRINTER AND SUPPLY MEN.

By this time the adjournment for Saturday noon had arrived and Mr. Fell bade congress good-by. On reassembling, Vice-Chairman Hartman found it necessary to introduce himself when he arose to discuss "The Printer and Supply Man." Speaking extemporarily and without notes, Mr. Hartman disclaimed any intention of offending any person in handling his delicate subject, but he proposed to tell the truth. He averred that printers and supply men needed each other. The former need and want more money, and it is a sure thing the supply men will get their share of it. But the latter were in need of education, and the speaker wanted to be schoolmaster. He protested against the practice of salesmen quoting alleged cost prices, saying that the figures were always below the actual cost of production. Illustrative of his point, Mr. Hartman read from an address made on the cost of machine composition by a salesman, where the figures given were ridiculously low, and did not pretend to consider overhead, nonproductive hours and other essential elements in production. Such statements were a twofold evil. They gave the customer a wrong conception of printing costs, and tended to encourage inexperienced and uninformed printers to sell their product below cost. Knowing little or nothing of costs, these men are prone to look on the salesman's statement as being that of an expert. Mr. Hartman cited as an instance of the interdependence of supply man and printer the recent cut in prices of type. It depreciated the value of every plant in the country and innocent printers were compelled to carry the burden of a typefounders' war. The speaker begged to be permitted to make a suggestion to the typefounders: "Put up the price so that it will give a fair profit, and keep it there." Abuse in giving credit also constituted good ground for complaint. Supply men should make careful scrutiny of applicants for accommodation and then keep an eye on them to see that in their innocence or ignorance they did not do those things which are hurtful to themselves, their creditors and the trade. Turning his attention to the papermen, Mr. Hartman said their fault was selling paper to any person who came along, thereby depriving the printer of profit which should be his. Recently the speaker had refused to do business with a prospective customer who was going to provide stock. He recommended drastic action as an indication that printers knew their rights in the premises, and turning away a job ought to impress papermen. In Mr. Hartman's opinion the custom originated with the indigent printer, who did not possess credit—and that was sufficient to condemn it as unbusinesslike and a practice that should be exterminated.

FRANKNESS WILL CURE MANY TROUBLES.

J. Clyde Oswald, of New York, in a pleasant talk reviewed the work of the congress, which he declared to be the greatest gathering of printers he ever attended. He had learned much from the deliberations and it had convinced him there was not a great deal the matter with the printing business. More frankness with customers was desirable and necessary. If they object, Mr. Oswald's remedy is to tell them candidly how it is the charges are what they are and customers will be found to be more liberal than we had ever supposed.

WHAT TYPOTHETÆ IS DOING.

Wilson H. Lee, president of the United Typothetæ, was invited to address the congress. He said that after twenty-five years of work in printers' organizations it afforded him great pleasure to see such a large assemblage. He complimented Mr. Hartman on his wonderful capacity to interest the small printer—a work which had baffled the veterans. The United Typothetæ had seven hundred members, had spent money and would spend \$40,000 this year in missionary work for cost systems. He gave several instances of price-cutting which, in Mr. Lee's opinion, made missionary work an imperative duty of those who know better.

Resolutions were adopted thanking the retiring cost commission for valuable services it had rendered the craft. The local committee of arrangements was also thanked, while the Canadians gave notice that Toronto wanted to entertain the next congress, after which the Second International Cost Congress adjourned to meet at the call of the commission.

THE SOCIAL SIDE.

As hosts, the St. Louis printers set a high record. Members of the local committee were always on hand to cater to the wants of an individual, and they seem to have anticipated perfectly the desires of the mass. There was the inevitable smoker and "get-together," which, by the way, was held on the evening of the first day. There was a drive to and lunch at the Glen Echo Country Club, and as a farewell a splendid banquet at the Planters Hotel, at which former Governor Folk and several other prominent Saint Louisans spoke.

Sumptuous and pleasant as these affairs were, the charm of the hosts' work was in the gracious manner in which all were made to feel at home. If the wolfish instinct is driven away by the spirit of comradeship when good fellows get together, then printers are princes among good fellows. The committee that served as the magnet which so excellently drew forth this quality was composed of S. J. Harbaugh (chairman), R. T. Deacon and Louis B. Woodward, with R. Dale Smith as secretary.

St. Louis Photoengravers' Club entertained the visiting photoengravers and representatives of the trade press at luncheon at the Missouri Athletic Club.

THRIFT.

Inject this principle of thrift into your business. It is the principle of making everything count. It is not simply economy as understood to-day. It is economy in its broadest aspect. Economy is now taken to be synonymous with parsimony. Parsimony is denying what is needful. It is the monkey grabbing so many nuts that it can not get any of them out of the jar. Thrift is the spirit of coöperation, the bringing together of all the forces to accomplishment.

THE PERSONAL ELEMENT IN PRINTING.

A very noticeable trait in some successful business men is the appreciation they show of their occupation. They take it into their home and they take their home into it. They make their work a part of their recreation and their recreation finds itself in their work. We do not know of any business man who has this spirit who has made a failure. The reason is that their innate love for their occupation has made them masters of its every detail. This influence is far-reaching. It impresses itself on the men associated in the business and it impresses the customers. Very



MARION AUGUSTA HENKE,

Three-year-old daughter of Chas. W. Henke, publisher of the Dassel Anchor, Dassel, Minnesota.

many printers are intimate with their calling in this way. Printing is a business which impinges on every human effort. Printers who have this inspirational spirit grow mentally as their business grows.

In their advertising matter printers find gratification in using portraits of members of their family. Pretty children are attractive to every properly constituted mortal, and the printer who shows in his advertising that he has interests to entitle him to the favorable consideration of the community emphasizes his claims in presenting the portraits of his attractive children.

Charles W. Henke, publisher of the Dassel Anchor, Dassel, Minnesota, issued a calendar to his subscribers recently with a portrait of his three-year-old daughter, Marion, shown herewith, and it proved immensely popular.

"We are advertised by our loving friends," and if a man's own family advertise him—those who know him best, surely he is a safe man to tie to.

SOME NOTABLE MOUNTAIN PICTURES.



HE oil paintings of the Canadian Rockies, executed by Mr. G. Horne Russell, and recently placed on exhibition at Montreal, are of more than ordinary importance, not only because they mark a distinct advance in Canadian national art as applied to Rocky Mountain scenery, but also because these are the first pictures ever painted of the wild and romantic region through which the Grand Trunk Pacific is slowly forging its way eastward from Prince Rupert.

Mr. G. Horne Russell has long been recognized by the Canadian public as one of the foremost of Canadian artists.

breathe the very spirit of the land to which so many eyes are now being turned.

To many people in the mother country these latest mountain pictures of his will come as a new revelation of the daughter country so preëminently associated in the public mind with prairie lands and wheat. Here is an aspect of the country which has nothing to do with dollar-making and material progress; a series of glimpses into wild and beautiful regions to which until lately no white man had ever penetrated. Soon the tiny streak of steel, which looks so puny and tiny amid the vast mountain heights and depths here portrayed, will be carrying the passenger trains of the Grand Trunk Pacific, and tourists will be able to follow in comfort the footsteps of this artist-pioneer, and see from the windows of luxurious



MOUNT KITSELAS, SKEENA RIVER, BRITISH COLUMBIA.
Grand Trunk Pacific Railway.

He is one of the most modest of men, and his utter lack of self-advertisement is probably responsible for the fact that official recognition of his great abilities came to him somewhat tardily. Though his work had been appearing in the exhibitions in Canada for years, it is less than twelve months ago since he was elected to membership of the Royal Canadian Academy — an honor never better deserved.

A native of Banff, in Banffshire, Scotland, Mr. Horne Russell came to Montreal some twenty years ago, bringing with him the training and traditions of the Scottish school of artists. Those early days were none too rosy for a man setting out to earn his living by his brush. He set cheerfully at work, however, and for years was making his bread and butter at portrait painting. He developed a quite extraordinary skill in this work.

With increasing success, the opportunities came to him to exercise his love for landscape, and he set himself to render typical Canadian scenery with the same fidelity and truthfulness that characterized his portrait work. That he has succeeded is now universally recognized. His pictures portray not only the contours of Canadian scenery; they

trains panoramas which must rank among the most wonderful and awe-inspiring scenes in the world.

These five pictures, each so individual and distinctive in its point of view, sum up, so far as pictures can sum up, the essential characteristics of the Rocky Mountains of northern British Columbia, and show wherein those mountains differ so notably from the Alps of Switzerland. Compared with the Rockies, the Alps, impressive as they are by reason of sheer bulk, are cold and cruel. The Rockies have the inestimable advantage of being forest-clad, and almost everywhere the lonely majesty and brooding mystery of vast mountain heights are seen in conjunction with glacier, forest and running water.

Here is none of the grayness that bare rock gives. The color-scheme is always as vast in its range as are the mountains themselves — changing with every season and with every minute of every day. Mr. Horne Russell has caught with admirable fidelity this shifting symphony of light and color in his pictures of "Mount Kitselas" (about one hundred miles east of Prince Rupert) and "Evening on the Skeena." In the former, with its snowcapped mountains

and swiftly flowing river, he presents the wonderful range of blues and purples which characterize the full blaze of noonday light striking over vast precipices and cañons.

The first-named picture is also interesting for other reasons. It shows one of the Skeena river steamers carrying supplies to the inland ports; and it also depicts the scene of the latest gold strike on the line of the Grand Trunk Pacific in northern British Columbia. The last-named picture brings the characteristic trees of the mountains—the cottonwood and the spruce—into contrast, and with its glimpses up the great mountain gorges, impresses the imagination with a sense of the loneliness and austerity of this wild region.

The picture of "Snowshoe Mountain" is a striking portrayal of one of nature's factories with rivers in the making. High upborne upon the massive shoulders of this great peak is one of the enormous glaciers, so plentiful in the Rockies, and from this glacier can be seen emerging the beginnings of a mighty river. Every glacier is the source of rivers, and here numerous tricklings from the far-flung glacial surface are seen uniting in a mountain torrent that rushes down from the snow-line and cuts a silvery pathway through great depths of living greens and blues and pur-

a knife through the mountain ranges, while in the other is rendered, with delightful pictorial effect, the austere beauty of glacier-crowned heights amid the clouds. Here the cold light of these vast heights, possessing at the same time a silvery element, is wonderfully suggested—and a last and crowning beauty of the Rockies is thus portrayed.

From the point of view of brushwork alone, these pictures are highly interesting. At a distance they appear crowded with detail, yet a closer inspection will show that every portion is done in bold, broad strokes, strong and sure and massive. The way in which the sheer majesty and bulk of the mountains and the infinite distances of the valleys are suggested, is as remarkable as is the truth with which the color and atmosphere has been rendered. It is no exaggeration to say that these pictures mark Mr. Horne Russell as the foremost living painter of the Rockies.

TOUGH COPY.

Mr. Charles Lowater, of the Spring Valley (Wis.) *Sun*, sends us a sample of "tough copy" for handbills and an advertisement which he received with instructions that



EVENING ON SKEENA RIVER, BRITISH COLUMBIA.

Sixty miles east of Prince Rupert, on the Grand Trunk Pacific Railway.

ples. It is one of those scenes that never fade from the minds of those who have traveled in the Rockies.

The two remaining pictures admirably illustrate corners of the cañons of the Skeena river, and, like the others, they are scenes that lie before the spectator from the very rails of the Grand Trunk Pacific. Indeed, in both pictures the railway itself is introduced, and it serves the useful purpose of giving the eye something by which to judge the immensity of the scenes portrayed. The torrential swiftness of the river with which the railway fights for passage through the gorge is strikingly suggested in both pictures. In one of them we see also the abysmal depths and awful grandeur of the immense chasms slashed as though with

"nothing be changed, except, may be, the spelling." Here it is:

GIVEN AWAY FREE OF CHARGE.

We would like your time and attention long enough for you to read this bill, read it carefully, and then read it over again so you will be sure not to miss any thing there is in it, for it will make money for you.

We are going to actually give away with outone penny cost toyou, one plate glass mirror. This is a fine piece of workman ship, is 24 x 48 inches inside the frame, and is 34 x 56 from out side too out side. The frame is a very nicely decorated, allgold gilded from top to bottom. Is a very fine ornament for any parlor. This mirror can not be bought for less than \$15.00 at any furniture store and it would be a bargain at that.

Beginning on September the 15-1910 we will give coupon tickets with every purchase made amounting to 5 cents or more ? then when you get one dollars worth, you can exchange 5 hem for one number on the glass.

You get one chance with every dollars worth you purchase. The more numbers you have the surer you are to get the great prize. Now just roll up your sleeves and your pants and wade rightin to this offer for you will never get another such a chance as this.

On November the 25 th we will open the number that draws this prize? it will be put up in the store so that every one can see it. Then you must look at your lucky number and take the glass home with you. NEVER since you was borned to the light of this world did you ever get a chance to get as vulable a prize asthis one is. And further more, you will be white headed, black in the face, your toe nails will drop off, and your body turn to stone before you ever see another prize given away as vaulable as this one, by anyone unless it would be a John D. Rockefeller donation.

WE will give you an extra good chance to get those tickets, by offering you some extra good inducements, inthe way of bargains.

Summer dress goods that can be worn winter or summerwill be sold at a great reduction. 30& 35 cent goods will go for 19 cents.

A few paiers mens \$1.00 pants 79cts.

We handle the best make of shoes on the market, (which you all know that have tried them) they are made by the Mayers Shoe Co., off Mill-waukee. German made never wear out, try them and see.

WE have a good many low shoes yet and want to turn them off while they are new. They go at a discount of 20%.

Now we want to call your attention to the drug department.

We handle the famous Chamberlains remedies.

If you ever have eny need off a direa medicine we have it, itis guaranteed to stop eny 8 day clock. Just try one bottle. Buy your pills cough medicine, and Liniment from us. Try a bottle of billious Mans Friend for your stomach. (Besure and get it here)

For old sores, fresh cuts, and choped hands, try our soap and our salve nothing likait.

There is one thing that we want to impress upon your mind and that is the floor oil. Just try one gallon on your floor. It is cheaperthan lindseed oil and far better. You never need scrub your floor as long as the oil last. It will sweep off and be as clean as if it had been scrubed. We also furnish the oiler to put it on with. We keep cream seper ator oil at 40cts? Gass engine oil, harvester machine oil, and wind mill oil.



ON THE SKEENA RIVER, BRITISH COLUMBIA.

Forty-five miles east of Prince Rupert, on the Grand Trunk Pacific Railway.



ON THE SKEENA RIVER, BRITISH COLUMBIA.

Fifty miles east of Prince Rupert, on the Grand Trunk Pacific Railway.

If there is eny thing in the way of earthen ware that you want we are here with the goods. We have all kinds of pots and jars, some with covers and some with out covers. Come and take a look at them.

We are the head quarters for all kinds of soap, buy only in large quantities, sell the same way because we sell cheap, you buy cheap. In fact we have an up to date grocery department, We buy nothing but heigh grade goods, sell them as cheap as others sell cheap stuff for.

If you want a number one \$60.00 sewing machine, waranted for twelve years, for only \$25.00 and pay \$5.00 per Monthm until paid for, get it here. greatest bargain on earth, come and see.

Now dont for get the dates from September the 15 to November the 25. All the old accounts that is paid up during this coupon sale will be entitled to tickets tothe ammount they pay.

Please pay, and get this great offer.

Come in and look at your self in this great mirror if you dont buy eny thing it will do you good, to see what a fine glass your neighbor is going to get.

We will welcome you here, and only to glad to visit with you if nothing else.

Wishing you one and all good luck, We are yours truly.

THE TARIFF APPLIED TO BOOKBINDING.

The art of extra binding in the bookmaking industry is likely to be driven out of this country for lack of sufficient tariff protection, says the *Brooklyn Eagle*. At least, that is the view held by an authority of the Brotherhood of Bookbinders, who says that in the past few years eleven employing binders of this city have failed, and that hundreds of bookbinders have been compelled to seek employment in other industries, while the binders of London and other European cities have their men employed, working overtime during the summer months, on American work for holiday trade. These conditions could be changed mate-

rially, it is argued, if Congress at the next session should pass a tariff regulation governing the importation of books bound in extra bindings.

American bookbinders generally favor the present law, which levies a twenty-five per cent duty upon books that have been printed less than twenty years and bound in cloth or paper covers, but are seriously handicapped for want of sufficient protection on all books that are bound in extra binding. One of the principal grievances is that material used by the foreign binders and printed more than twenty years ago is admitted free, when coming in in bound book form, but is dutiable at the rate of twenty-five per cent when the American buys it from an American importer. In other words, material on which the American is compelled to pay a duty of twenty-five per cent is admitted free if it is in a book that has been bound abroad. This disadvantage, in addition to the cost of the labor, was found to be so great that booksellers could afford to send books from this country to Europe for binding and get them back at about two-thirds of the cost.

The present tariff allows all books printed in foreign languages to come in free. This seems, on its face, to be of no special interest to the extra binder, but the facts are, it is claimed, that fully one-third of the books sent from this country abroad to be bound in extra binding are printed in a foreign language. It is of vital interest to the extra binder that some change should be made in our present law that would obviate this abuse without preventing poor people, who are making their homes here, from obtaining books bound in cloth and paper covers and printed in their native language. The tariff also gives the privilege to all libraries, colleges, religious and scientific institutions to bring in two copies of any book in one shipment free. At first thought two copies do not seem to be a great number, but when one realizes that there are six thousand libraries in the United States, an entire edition is required to supply this demand alone.

In 1892 the United States Circuit Court in the district of Massachusetts rendered a decision that let down all bars which heretofore had prevented foreigners from supplying millions of dollars' worth of binding to Americans. The court decision was that if a book had been printed twenty years and was entitled to free admission with an old cover, it could also come in free with a new cover, although recently made. The effect of this decision was to cause publishers to send representatives to Paris, London and other European cities to collect rare editions of books that had been printed more than twenty years and send them to a European binder, who would bind them at an exceedingly low price.

While the Ways and Means Committee of the House of Representatives were considering the present Payne law, Local Union No. 77, of the Brotherhood of Bookbinders, in conjunction with the employers of this city, sent representatives to Washington to attend one of the meetings, who pointed out the hardships to both the employers and employees through tariff conditions, and requested that they make changes that would give the extra bookbinders of this country some protection. They showed the committee how a firm could buy one hundred sets of fifteen-volume Dickens in sheets from a publisher at from 25 cents to 50 cents per book and ship them abroad for binding, paying \$1.25, and have them returned to this country bound in extra binding, placing the valuation of \$1.25 for binding, 50 cents for sheets on which they will pay a duty of twenty-five per cent, making the binding cost \$1.25 for the actual binding and 44 cents for the duty, or a total of \$1.69 for binding cost; whereas if the firm were to have the binding

done by an American binder, in a similar style, it would be obliged to pay \$2 per volume, making a net profit of 31 cents per volume, less freight charges, or a total profit of \$450 on one hundred sets. They showed the committee samples of work that had been done by an American firm, and informed it that certain collectors had work done by Americans costing from \$25 to \$1,000 per volume; that American collectors were perfectly satisfied with the work done in this country, but dissatisfied with the price that they were compelled to pay.

It would, therefore, seem very necessary for the bookbinders' unions and employers to take the matter in their



SNOWSHOE MOUNTAIN, SKEENA RIVER, BRITISH COLUMBIA.
Grand Trunk Pacific Railway.

own hands if they expect to get relief from existing conditions. It will be necessary for them to have personal interviews with their congressmen before the next session of Congress, it is urged, showing how the American bookbinder is suffering, how the laws, if allowed to exist as they now stand, will kill one of the most important industries of the country. They must be shown that the bookbinders, while living in a country that is admittedly in favor of protection, are suffering by being compelled to pay protection prices for all they consume, but are themselves laboring under free-trade conditions.

LARGE enterprises make the few rich, but the majority prosper only through the carefulness and detail of thrift. He is already poverty-stricken whose habits are not thrifty.
— T. T. Munger.

BUSINESS NOTICES



This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

MONOTYPE COMPOSITION AND MAKE-UP.

The Walden Typesetting Company, 65-71 Plymouth place, Chicago, are specializing on intricate Monotype composition and make-up, and have facilities for handling anything that may be placed with them. Specimen of typefaces on request.

ELECTRIC COMPANY MAKES CHANGE.

The Triumph Electric Company, of Cincinnati, Ohio, announce a change in address and management of their Chicago office. Mr. W. R. Bonham succeeds Mr. F. L. Merrill as manager, and is located at No. 275 La Salle street, instead of in the Manhattan building, as formerly.

MODERN METHODS FOR MOUNTING AND REGISTERING PRINTING-PLATES.

The above is the title of an attractive booklet recently gotten out by H. B. Rouse & Co., "The Register Hook People," of Chicago. The booklet is neat in design, well printed in black and colors, and shows numerous illustrations of register hooks and appliances, together with interesting descriptive text. The cover is printed in black and gray, on gray stock. The booklet bears the imprint of the Manz Engraving Company, Chicago.

THE NEW ROSBACK CATALOGUE.

The F. P. Rosback Company, of Benton Harbor, Michigan, with offices in Chicago and New York, has recently issued an attractive catalogue descriptive of the various Rosback creations—stitchers, perforating machines, punching machines, etc. The catalogue is nicely printed in black and a light tint, an unusual feature being a cut-out index enabling one to turn at once to the descriptions of the machine in which one is most interested. The catalogue was designed and printed by J. P. Black & Co., Chicago.

A TYPOGRAPHIC TREAT COMING.

We know our readers will be interested to learn that C. B. Cottrell & Sons Company and Keystone Type Foundry are going to run a large series of color inserts in consecutive issues of THE INLAND PRINTER, beginning with this number. Space next preceding the frontispiece has been reserved in this magazine for these inserts, and the fact that they are to be designed and printed in the specimen-printing department of the Keystone Type Foundry is assurance that they will be up to the high standard of that foundry's advertising matter, and a little more, since they announce that each insert is to be an example of good typography and worth looking forward to.

Each month one page of the insert will be given up to interesting facts concerning either single or two revolution Cottrell presses, and before the series is run the printing public will be enlightened with many interesting facts about these splendid flat-bed presses, which the Keystone is now marketing so successfully. The reverse of each insert will show a series of Keystone type—something particularly attractive and suitable to the season.

We invite the attention of our readers to this line of advertising from month to month, which is sure to be interesting.

A BEAUTIFUL BOOKLET.

The half-tone below shows the title-page of a beautiful, new, illustrated booklet just issued by the Keystone Type Foundry, descriptive of the Cottrell new series, high-speed, four-roller, two-revolution press, for which the Keystone is general selling agents.

This booklet is characteristic and another good example of "Keystone style." It has an embossed cover, printed in



colors, and is well done throughout. The inside pages are illustrated with cuts showing important mechanical features, being run in black on stock of rare quality, and there is a four-page, four-color insert, showing with what perfection the Cottrell two-revolution will register. These plates are the most severe tests that can be applied to registering a color-form and are very interesting to pressmen. Of course the presswork was done on Cottrells and shows what that excellent machine can do.

The booklet describes every feature and merit of the Cottrell two-revolution press, giving a fund of information about it that was never before compiled for a press of this style.

The general distribution of this book is now under way. If you are interested and fail to receive one, write the Keystone.

KEYSTONE'S SELLING AGENTS IN MEXICO.

By a new arrangement just consummated between Keystone Type Foundry and Parsons Trading Company, the latter, one of the largest and best known export houses in New York, printers and publishers in the republic of Mexico are now going to be put on the same footing as those of this country in the matter of buying their supplies and getting prompt and satisfactory service. The deal provides that Parsons Trading Company is to carry in the City of Mexico a large and complete stock of Keystone products, sufficient to enable them to promptly fill any order they may receive. A suitable warehouse specially fitted up to specifications supplied by the Keystone awaits the arrival of this stock, which will be in place early in November, when the new Mexican selling house will be ready to fill orders.

In addition to its own houses in Philadelphia, New York, Chicago, Detroit, Atlanta and San Francisco, the Keystone has the following selling agents, who carry large stocks of its products: Richmond Type & Electrotype Foundry, Richmond, Va.; Printers' Supply Company, Minneapolis, Minn.; Soldan & Co., London, Eng.; George M. Stewart, Montreal, Can.; Printers' Supplies, Limited, Halifax, N. S.; Parsons Trading Company, Mexico, D. F.

\$240 IN PRIZES FOR PRINTERS.

The letter-head competition conducted by the American Type Founders Company through its publication, the *American Bulletin*, drew out 792 entries. The winners of the seventeen prizes are: E. A. Frommader (with Desaulniers & Co.), Moline, Ill., \$50; J. F. Tucker (Marsh Printing Company), New Philadelphia, Ohio, \$40; H. W. Benson (Eugene Smith Company), Aurora, Ill., \$30; Charles C. Doyle (Britton Printing Company), Cleveland, Ohio, \$25; A. A. De Mutte (Blackford & Creighton), Findlay, Ohio, \$20; Percy Aikin (Rogers & Co.), Chicago, \$15; L. H. McNeil (Blackford & Creighton), Findlay, Ohio, \$10; and J. Henry Dye (Dye's Press), Angola, N. Y.; Albert G. Ernest (R. H. Connor & Co.), Buffalo, N. Y.; Howard C. Hull (Hackney & Moale Company), Asheville, N. C.; Charles H. Lekicier (University of Chicago Press), Chicago; Claude S. Long (Commercial Printing Company), Raleigh, N. C.; P. H. Lorentz (Knight Errant Company), Buckhannon, W. Va.; George Macbeth (R. H. Connor Company), Buffalo, N. Y.; Henry T. Morgan (Sterling Press), New York city; S. A. Newcomer (Printing Department Singer Manufacturing Company), Elizabethport, N. J.; B. O. Thunberg (Thomas Todd Company), Boston, Mass., \$5 each. The portraits of the seventeen successful competitors and the names and addresses of all competitors will be printed in the November issue of the *American Bulletin*.

LOGEMANN LABEL-CUTTING PRESS.

This machine, made by the Logemann Brothers' Company, Milwaukee, Wisconsin, is designed for lithographers, bookbinders, printers or others who require a small machine for label cutting. Those whose business requires a large press, will find the new Logemann machine a very useful auxiliary, relieving the former of everything but the heaviest work. The most convenient method of handling label work is to have the labels printed on large sheets, which are divided into blocks of 12 by 18 inches before being sent to the cutting-press. This is true whether a large or a small press is used, and while the larger ones have been generally used in label cutting, the same results may be obtained from the smaller machines, which cost much less

money to install, and of which the operating expenses are lower.

The Logemann label-cutting press is strongly built. The pitman is well guided and adjustable for wear. Power is transmitted by a friction clutch and machine cut gears which mesh perfectly, and it has a platen which is adjustable for dies of different sizes up to 5 by 6 inch. With these it will cut as many labels in a given period as a large machine, except in occasional instances where the nature of the design and the grade of the paper are such as to require the heavier press.

This machine possesses a number of other important advantages. It takes very little power from the line shaft or electric circuit; it can be easily and speedily fitted with dies of the different sizes; it requires no expert attention; all bearings are automatically lubricated; any girl or boy sufficiently intelligent to place the dies correctly is competent to run the machine.

NEW PLANT OF THE DEAN-HICKS PRINTING COMPANY.

The Dean-Hicks Printing Company, Grand Rapids, Michigan, with its associate, the Record Engraving Company, is at home in a fine new plant, perhaps as ideal a printing-office as has yet been built for general catalogue work.

The structure itself is of reinforced concrete, with pressed brick exterior, and is four stories high, covering 110 by 141 feet, with a fifty-six foot lot at present used for



NEW PLANT OF THE DEAN-HICKS PRINTING COMPANY, GRAND RAPIDS, MICHIGAN.

a playground, protecting its light on the only closed side, and providing for expansion.

The offices and stockrooms occupy the first floor, composing and press rooms the second, bindery the third, engraving the fourth. Through the center of the building is a fire division effected by enclosed stairway, elevator, toilet-rooms, light-shaft and fireproof vaults. Ample accommodations for the comfort of the workers are provided in separate lunch and recreation rooms, and in occasional rest and reading corners where the trade magazines and books are furnished. Steel lockers are provided for all. The receiving and shipping arrangements are notable in that they provide against stormy weather and are arranged for auto trucks.

A special equipment has been designed for the composing-room, including dustproof cabinets, with ample work-room and low enough to permit a clear view of the whole department. All this equipment is finished Mission style.

Stock will be handled almost entirely on trucks, and an automatic elevator provides that it may be sent to its destination without taking the time of a workman to go and return. In the same manner a modern dumb-waiter handles copy and proof.

The engraving-rooms are partitioned with glass, so that a general view of the entire plant may be had from any point. The darkrooms are of double-matched stock with black paper between, and are dead-black inside. The woodwork of this department, otherwise, is oiled and varnished, and all tubs and shelving painted.

Electric power is used from outside service, and the plant has its own steam heat from a boiler under the sidewalk. Complete, the new home represents an investment of about \$80,000, and has been commended by a great number of visiting printers for its exceptional convenience and distribution of light.

The owners prepare the *Grand Rapids Furniture Record*, the leading trade-paper in its field, *Furniture Magazine*, in many respects one of the most beautiful publications printed, and have a large catalogue and railroad patronage based on fine half-tone and process colorwork. The craft is cordially invited by the Dean-Hicks-Record Companies to visit and inspect the plant.

A souvenir book, marked by a quiet elegance of design and manufacture, was issued by the Dean-Hicks Company on the occasion of the "housewarming" of the new premises, giving a history of the progress of the company, bearing the title "Efficiency—a Habit."

THE THOMPSON TYPECASTER IN EUROPE.

Having in mind the ultimate world-wide adoption of the Thompson Typecaster, the manufacturers of this simplest of all typecasters have completed plans for its invasion of the European field, where it already has several machines in operation. The latest move has been to place the Thompson Typecaster on exhibition in London at 180 Fleet street, under the auspices of the General Electric Company, which is also the agent for the General Composing Company, of Berlin, Germany, the manufacturers of the sensational Victorline slugcasting and composing machine.

Thus installed, in the heart of London's printing world, at the corner of Fleet street and Fetter lane, the Thompson Typecaster is attracting the attention of printers and type experts, and surprising all with the quality and accuracy of its product. Ordinary Linotype and Victorline matrices are used to cast single types and logotypes, while all styles of job type up to forty-eight point are made from matrices of its own.

Thompson Typecasters have long been in use in India and China, where they have revolutionized typemaking methods. Since the first one was installed several years ago, there has been a steady shipment to the Orient of Thompson Typecasters. They are also in use in Holland and Germany, and now, with the establishment of permanent connections in Europe through the General Composing Company, it is possible to supply European printers promptly, and so answer the urgent inquiry for these machines abroad.

The Thompson Typecaster has perhaps the most unique history of any machine designed to cast type. There has never been a single rejection of this machine after being placed on trial, while it has the distinction of having displaced, in one plant or another, every other make of typecaster on the market. It is constantly being adopted by printers who have had experience with other typecasters, and stands to-day years in advance of the art as revealed

by the general run of typecasting machines. Its universal adoption by printers everywhere is an assurance of the future.

ADVICE RELATING TO THE PURCHASE OF A PROOF PRESS.

Good proofreading can only be done from good proofs. The old-fashioned, slow, crude, galley proof press will soon be as much an anachronism as the old hand press, chiefly because it is uneconomical. A printer has progressed when he realizes this fact. His next step will be to select a more advanced proofing apparatus. Most printers will be surprised to learn that thousands of self-inking, self-feeding hand or electrically driven proof presses are in use. They are, in fact, no new thing. Some of these presses made fifteen years ago are still in daily use, for they are remarkably durable, though light. Hitherto one firm has occupied this field alone, the F. Wesel Manufacturing Company, but other styles are now entering the market. The chief economy of an up-to-date proof press is in its self-inking apparatus, which, having two form rollers and two distributing rollers and a finely adjusted ink fountain, gives perfect inking and superior proofs. In addition to saving all the time required for hand inking, it saves three-fifths of the time used in taking a proof on any hand-inking proof press. If a printer is about to discard the ineffective, slow galley proof press he will not get all possible economy and all possible quality unless the press he selects is self-inking. However, no one press is better than another under all conditions; one is better for jobwork, another for bookwork, another for newspaper work; but none is worth considering if it is not self-inking, unless its purchaser is looking for half-way economies and half-way quality of product. To assist the progressive, the whole subject is fully discussed in a pamphlet "Twentieth-century Proofing: hand-driven, electric-driven, self-feeding, hand-feeding, self-inking," which will be sent gratis on application to the F. Wesel Manufacturing Company, of Brooklyn, New York, and Chicago, Illinois. It has opinions from J. S. Cushing, of the Norwood Press, Theo. L. De Vinne & Co., the superintendent of the specimen printing department of the American Type Founders Company, the Trow Printing Company, Phelps Publishing Company, and many other well-known concerns, and a list of users arranged by States and foreign countries.

THE PRINTER.

The more I see of the world and its people, the stronger grows my pride in the inhabitants of printerdom. I am glad to be a printer. The fraternity is abounding with men of great heart, tender sympathy and kindly spirit. The cold-blooded heartlessness and selfishness of the commercial age have overwhelmed my countrymen as a whole until charitable deeds are merely the necessary work of an organized commercial spirit. But the printer—God bless him—without pretensions, without doctrine, without creed and without hypocrisy—he refuses to relinquish that which seems to be a natural part of his calling—sympathy for the unfortunate. If I were stranded in a great desert of misery, more welcome to me than all the hordes of orthodox charity would be the sight of a kindly, intelligent printer.—*Yenrab.*

WHAT TO DO.

Doctor—If your wife faints again, just throw cold water over her—quite cold water, you understand—and then—

Caller—And then run for your life.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6 3/4 by 10 inches, cloth, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography, containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knauff, Editor of *The Art Student* and Director of the Chautauqua Society of Fine Arts; 240 pages, cloth, \$2, postpaid. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley: just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. \$1 by mail. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5 1/2 to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

VEST-POCKET MANUAL OF PRINTING, a full and concise explanation of the technical points in the printing trade, for the use of the printer and his patrons; contains rules for punctuation and capitalization, style, marking proof, make-up of book, sizes of books, sizes of the untrimmed leaf, number of words in a square inch, diagrams of imposition, and much other valuable information not always at hand when wanted; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

A LONDON FIRM is open to represent an American manufacturer of printers' and engravers' supplies and labor-saving devices, and novelties for the fancy trades. Address X. Y. Z., care COOPER, 104 Long Acre, London, W. C.

AN UNUSUAL OPPORTUNITY — Owner of newspaper-job printing-plant in suburbs of Boston wishes to sell printing-plant to give entire attention to paper; plant consists of new 35 by 47 Whitlock cylinder press, 2 Gordon jobbers, Acme power cutter, folder, electric motors, No. 3 Linotype machine, full equipment of type, etc.; over \$14,000 business done in 1909; present owner will guarantee over \$3,000 business annually in printing newspaper. M 38.

CHICAGO JOB-PRINTING OFFICE, established 15 years; good paying business now and more in prospect; present owner going into other business; \$900 cash, terms on balance. M 58.

FOR RENT — Lithographic plant, in Philadelphia, Pa.; 2 presses, taking stone 42 by 62 and 36 by 52; die-cutting machine, punching machine, embossing machine, bronzing machine; everything complete; work ahead for two months; engravings and drawings on stones included; on account of other work I will turn over the whole business for a rent of \$200 per month; this includes rent of building; a good opportunity for a young man wanting to start a business. M 63.

FOR SALE — First-class job business in Canadian city; long established; earning good interest on investment; modern equipment throughout; good reasons for selling; easy terms; capable of great development; excellent opportunity for bright young man. M 16.

FOR SALE — Good country newspaper and job outfit in a growing town in southern Idaho. M 946.

FOR SALE — Only paper (independent) and job-office in growing southeast Missouri town of 1,800. D. BRIGHT, East Prairie, Mo.

FOR SALE — The best one-man printing-office in Indiana; \$65 per week clear; a bargain. GEO. W. BIRT, 711 Russell av., Indianapolis, Ind.

FOR SALE — Three-eighths interest in best daily, weekly and job plant in central Washington. M 17.

LINOTYPE OPERATORS and machinist desire location to install two or more Linotypes; open for a proposition. M 46.

LIVE NEW TOWN in Canadian Northwest wants a newspaper; unusual opportunity for printer and newspaper man to start in business. Write immediately for particulars to MILLER & RICHARD, 123 Princess st., Winnipeg, Manitoba, Canada.

\$3,000 WILL BUY controlling interest in book and job-printing plant now doing \$24,000 annually and has field and capacity for greater business; leading office in a prosperous manufacturing city; will bear strictest investigation. M 57.

Publishing.

A PRINTER can make money by publishing trade papers while doing job printing. HARRIS-DIBBLE COMPANY, Publishing Brokers, Masonic Temple, New York.

FOR SALE.

BOOKBINDERS' MACHINERY; rebuilt Nos. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 132 Federal st., Chicago.

FOR SALE — Complete newspaper plant, including linotype machines; A-1 condition; will sell complete or any part at a bargain. BOX 378, Ardmore, Okla.

FOR SALE — Hoe, 38 by 55, 4-roller, 2-revolution, printed-side-up delivery, air springs, table distribution, trip and back-up motion, roller stocks, side and overhead steam fixtures; in fine order; only sold for larger press; \$850 f.o.b. cars, cash or easy terms. M 68.

FOR SALE: MACHINERY AND TYPE BARGAINS — On account of consolidation we offer the following at half price: Washington hand press, 29 by 43; Prouty job press, 12 by 18, new; Otto gas or gasoline engine, 14 H. P., practically good as new; Compositype type-casting machine, complete with molds and mats; lot of 6, 8, 10 and 12 point type, practically new. SOWERS PRINTING CO., Lebanon, Pa.

FOR SALE — One Elliott addressing machine, in good condition. R. J. HAIGHT, 324 Dearborn st., Chicago.

FOR SALE OR EXCHANGE — 1 large Waite power embossing press, 1 medium Waite power embossing press, 2 "D" plate-printing presses, 4 engraving machines for engraving steel dies and plates; all in first-class condition, or will trade for their equivalent in first-class type-printing presses, type, etc. M 42.

FOR SALE — Photoengraving plant, complete up-to-date equipment; 3 cameras; established 1893, in Buffalo, N. Y.; owing to ill-health of the proprietor will sell at a great sacrifice. M 41.

FOR SALE — Secondhand C. B. Cottrell & Sons 2-revolution cylinder press, bed 42 by 59, in fair condition, with chases and countershafting, including 3 pyramid pulleys, also Eclipse folder; replaced by Duplex press. Address HERALD ADVERTISER PUBLISHING CO., Dunkirk, N. Y.

ONE 43 by 56 Cottrell 2-revolution, 4-roller, air springs, front fly delivery, table distribution, cylinder trip, box frame, complete with roller stocks and motor pulley; in good order; price, \$650, cash or terms. M 66.

PRINTERS' MACHINERY — We will accept trade or advertising in part payment for our used printers' and binders' machinery; we also give liberal terms; everything good and most useful, thoroughly rebuilt; get our list. H. BRONSON & SON, 409 Dearborn st., Chicago. Phone Harrison 1335.

43 by 56 COTTRELL, 2-revolution, 4-roller, table distribution, air springs, tapeless delivery, 4 tracks, box frame, side and overhead steam fixtures; a bargain at \$450 f.o.b. cars. M 67.

2,000 NEW ELECTROTYPED CUTS for sale at 10 cents each; regular prices 25 cents to 75 cents each; trade and ornamental. Send postal for proofs. GRAMLICH & BAUHAHN, 1999 Clinton av., New York city.

HELP WANTED.

ARE YOU LOOKING FOR WORK? — File your name with The Inland Printer Employment Exchange and it will reach all employers seeking help in any department. During the past few months we have received calls for the following: Job printers, 5; linotype operators, 4; machinist-operators, 6; foremen and superintendents, 8; all-around men, 6; bookbinders and rulers, 5; make-up men, 2; stonemen, 2; job compositors, 7; half-tone finisher, 1; copper and steel plate printer, 1; pressmen, 8. Registration fee, \$1; name remains on list as long as desired; blanks sent on request. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

Bookbinders.

BINDERY FOREMAN — Nonunion, energetic man, between the ages of 25 and 35, to take charge of bindery handling edition and general line of commercial work; permanent position and good opportunity for advancement to one not afraid of hard work; references required as to ability and character. GREELEY PRINTER, St. Louis, Mo.

"OROTYP" and "GOLD INK" are synonymous

A GOLD INK MUST

WORK EASILY,
COVER PERFECTLY,
RETAIN ITS BRILLIANCY.

"OROTYP" will do all these and at no higher price than an unsatisfactory "so-called" Gold Ink. **\$3.00 per lb.**

Why not send for a can ON APPROVAL?

Four shades: Light Gold, Deep Gold, Aluminum, and Copper

MANUFACTURED BY

THE CANADIAN BRONZE POWDER WORKS
MONTREAL TORONTO VALLEYFIELD

Agents WANTED DISTRIBUTING AGENT FOR UNITED STATES
JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

WANTED—One first-class forwarder and finisher of blank books and one good rule, and stock cutter; good proposition and pay for men who know their business and appreciate good treatment. Address J. A. COHOON, Apartado 255, Torreon, Coah., Mexico.

WANTED—Young man who is a fair ruler to learn forwarding and finishing; good opportunity under competent man. Address, stating experience and wages, HEADLIGHT, Pittsburg, Kan.

Editors.

EDITOR WANTED who has some knowledge of printing business; state experience, age and wages required in first letter. M 15.

Engravers.

PHOTOENGRAVER—Experienced finisher, zinc and copper etcher, router and blocker; nonunion; steady employment. Address, with references, GREELEY PRINTERY, St. Louis, Mo.

WANTED—Several good line and half-tone finishers to fill positions vacated by strikers; permanent positions for competent men. BURBANK ENGRAVING CO., 221 High st., Boston, Mass.

WANTED—Zinc etcher; one who can etch sharp, clean and deep; preferably one who has done work for a paper-box factory and who is expert in etching coarse newspaper zinc half-tones; will pay \$28 per week, but will not pay transportation; hurry. McDERMID ENGRAVING CO., Spokane, Wash.

Foremen, Managers and Superintendents.

WANTED—Manager or superintendent who will invest \$2,500 or more for controlling interest in book and job printing plant, now doing a business of more than \$2,000 a month and capable of doing more under efficient management; located in prominent manufacturing town. M 56.

Operators and Machinists.

PRINTERS from small cities are usually all-around men, hence make the best linotype operators; the demand from small dailies for this class of operators is astonishing; increase your earnings, add to your self-respect by keeping abreast of the times; save time and money by attending the largest, best equipped linotype school in the country. EMPIRE Mergenthaler LINOTYPE SCHOOL, 419 First av., New York.

Pressmen.

PRESSMAN for small city newspaper in Ontario, Canada; web and job presses; permanent job for sober, competent man. M 30.

WANTED—Cylinder pressman for colorwork on cartons; must be first-class man of good habits; nonunion; will pay good wages for right man; state where previously employed on carton work and give experience and also show references. M 29.

Proofreaders.

PROOFREADER WANTED—Competent man for fine catalogue and commercial work. M 25.

Salesmen.

SALESMAN for high-grade catalogue, printing and engraving wanted by inland Pennsylvania house to travel Middle States; must be experienced and able to produce. M 742.

WANTED—By printing company located in the Central States, an experienced salesman; references as to habits and ability required; every opportunity to a good man. In answering, please state salary desired. M 518.

WANTED—Experienced salesman to handle Michigan territory; must be competent estimator on general printing and catalogue work; also photoengraving; state qualifications and references fully. M 39.

WANTED—Salesman for St. Louis; must have experience in lithographing, printing and paper, will pay \$150 month to good man; give full particulars in first letter HESSE ENVELOPE & LITHO CO., St. Louis, Mo.

WANTED—Salesman who visits the printing trade to sell paper-cutting knives. Liberal salary. M 8.

INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want—No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, \$4.

A LINOTYPE SCHOOL AT HOME—The Eclipse keyboard includes the best linotype keyboard course on the market; starts the beginner on the right path; will make a "swift" of the operator who lacks speed; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 South Bonner st., Dayton, Ohio; Canadian Agent, A. E. Moissan, Box 1118, Winnipeg, Manitoba.

LINOTYPE INSTRUCTION—Special fall rate: 12 weeks' thorough operator-machinist course, \$80; one of the largest, best equipped schools in the country; battery of 6 Linotypes; instruction given day or night; extensive employment bureau, from 5 to 10 calls for operators weekly; correspond immediately—waiting list large. EMPIRE Mergenthaler LINOTYPE SCHOOL, 419 First av. (near 24th st.), New York city.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for particulars before deciding.

MISCELLANEOUS.

MAKE CUTS ON CONGER ENGRAVING PLATES—"It's a cinch," because we do the difficult part of preparing the plates; guaranteed quickest, cheapest. Ask Booklet E. UTILITY MFG. CO., Linneus, Mo.

SITUATIONS WANTED.

DO YOU WANT HELP FOR ANY DEPARTMENT?—The Inland Printer Employment Exchange has lists of available employees for all departments, which will be furnished free upon receipt of stamped, self-addressed envelope. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

Bookbinders.

WANTED—Position as finisher and forwarder in a well-established bindery by an all-around bookbinder; am thoroughly competent. M 932.

Compositors.

COMPOSITOR wants steady position as a type distributor in up-to-date job-printing or newspaper office; accurate and sober; can do good work on hand press; 23 years; union. 2608 FULLERTON AV., Chicago, Ill.

EXPERIENCED LADY COMPOSITOR, capable and efficient, desires position; 3 years in last position. M 31.

Engravers.

PHOTO RETOUCHER that can do half-tone or three-color work desires to locate permanently with live firm. M 13.

PHOTOGRAPHER—Experienced in general commercial work, orthochromatic work and wet plates; also the Collotype process. M 50.

PHOTOGRAPHER—Half-tone, for black and white; color negatives for direct or indirect process; also negatives for offset press. M 866.

Estimators.

WANTED—By a young man, position as clerk, estimator and outside man; long experience; very best references furnished. M 28.

Foremen, Managers and Superintendents.

AS MANAGER, superintendent or city salesman by man of 15 years' experience in above positions; good executive, careful buyer, good salesman; age 36 years; at present employed; experience covers both printing and commercial lithography; best of references furnished. M 22.

FOREMAN COMPOSING-ROOM—Superintendent of printing, wide-awake and progressive, 20 years' experience in job and book branch, familiar with high-grade printing, holding present foremanship over 3 years, absolutely capable of handling help, desires to make change; union. M 32.

FOREMAN COMPOSING-ROOM, union, above the average, long years' experience, English and German; job and publication work; goes anywhere. M 33.

LAYOUT MAN (30), line printing and original advertisement design, bronze medallist in color harmony and design; invaluable to firm appreciating originality and initiative; see testimonials and specimens; I am an exceptional craftsman; union; New York preferred. M 48.

POSITION WANTED as mechanical superintendent or foreman in linotype book-composition plant; several years' experience; desire change. M 1.

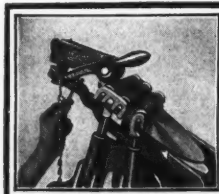
POSITION WANTED as superintendent or foreman of a bookbinding establishment by a man thoroughly competent in all branches, including marbling, ornamental gilt-edging and art binding; at present occupying a position in a large establishment doing high-grade job and edition work; good organizer. M 44.

SITUATION WANTED by first-class compositor, age 31, 16 years' experience; original and tasty in laying out catalogues, booklets, ads., etc., of the better class; capable of taking charge; nonunion; married; no bad habits; good references. M 49.

SITUATION WANTED by man competent to take charge of a high-grade engraving and printing business or agency for printers' machinery and engravers' supplies and sundries. M 11.

SITUATION WANTED—Union man; as foreman or ad.-man evening paper between Chicago and Rockies; steady work only; come immediately. M 738.

SUPERINTENDENT, foreman, make-up or job compositor; 12 years' experience job and newspaper, country and city; single, 26 years old, sober and clean; at present and 3 years superintendent news and job plant, but desire change to New England or Eastern States; state needs and wages first letter. C. W. H., Box 107, Greenville, N. C.



MAKE MONEY

by attaching **NEW CENTURY FOUNTAINS** to your jobbers. The perfection of fountains. Will increase press output from 3,000 to 5,000 a day on steady runs. No readjusting after washup or when changing impressions. One-screw ink feed. One-screw roller control. Will not mark the print. Minimizes danger of offset by reason of uniform inking. Can be taken apart in a few seconds, with the fingers, without screw-driver or wrench. Will do the work of a long fountain without its disadvantages. It is a producer of RESULTS—More Impressions and Better Work. For Chandler & Price, Challenge, and all Gordon Presses.

Get a descriptive circular from your dealer or send to us.

THE WAGNER MFG. CO., Scranton, Pa.

SUPERINTENDING AND MANAGING PRINTER of experience and ability wants position; any locality; first-class references. Address PRINTER, 28½ Myrtle st., Boston, Mass., care R. A. Weston.

WANTED—As superintendent; 17 years' experience; competent to handle the best of work; sober; can furnish best of references. M 69.

Lithographers.

LITHOGRAPHIC COLOR ARTIST, with some experience in the three-color etching process, desires position in a first-class half-tone and three-color printing-house at a moderate salary to start in with. M 55.

Operators and Machinists.

EIGHT-YEAR MONOTYPE CASTER OPERATOR desires change; good reasons; union; versed with latest keyboard and caster improvements; go anywhere. M 703.

TWO PRACTICAL MEN, with long experience in printing business, especially in linotype work, desire to install one or two Linotypes in up-to-date printing-house; or will consider proposition to lease a plant of two or more machines. M 2.

Photogravure.

PHOTOGRAVURE ENGRAVER, thorough experience throughout, desires position with good house. M 21.

Pressmen.

SITUATION WANTED as working foreman by first-class all-around pressman; 12 years' experience. M 648.

SITUATION WANTED by a Chicago pressroom foreman; can take charge of any size pressroom; good manager; first-class man on half-tone and color work; state number of presses and salary; union; no objection to out of town. M 59.

SITUATION WANTED—Pressman, take charge; 24 years' experience in all branches; Michle, Huber and others; commercial, book, color and half-tone work. WILLIAM SCHOTT, 419 East 137th st., New York.

WANTED—Position as pressman, cylinders or jobbers; good on half-tone, color and embossing; can take charge; West preferred. M 45.

Salesmen.

SALESMAN—Practical printer, past 2 years successful New York city type salesman, wants similar position with headquarters at Portland, Oregon. M 43.

Stereotypers.

FIRST-CLASS STEREOTYPYER, with good references, wants position as foreman or journeyman; union. M 40.

WANTED TO PURCHASE.

COMPOSITYPE MATRICES WANTED—Give list and state price. Also interested in odd-size molds, 9, 11, 16 and 20 point. M 35.

WANTED—Miscellaneous-equipment presses, power cutter, cabinets, bronzing machine, etc.; must be good make, modern, good condition. M 54.

WANTED—Secondhand small press for copperplate printing, suitable for printing calling cards from small engraved copper plates. THE A. L. NORTON CO., Newark, Ohio.

BUSINESS DIRECTORY.

Bookbinders' and Printers' Machinery.

DEXTER FOLDER COMPANY, Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines. 2-11

Bookbinders' Supplies.

SLADE, HIPP & MELOY, Inc'd., 139 Lake st., Chicago. Also paper-box makers' supplies. 1-11

Calendar Manufacturers.

NEW LINE of bas-reliefs, published by H. E. Smith Company, Indianapolis, Ind. 12-10

Case-making and Embossing.

SHEPARD, THE H. O. CO., 120-130 Sherman st., Chicago. Write for estimates. 1-11

Chase Manufacturers.

BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel chases. 7-11

Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL & COPPER PLATE COMPANY, THE, 116 Nassau st., New York; 114 Federal st., Chicago; Mermod-Jacard bldg., St. Louis, Mo. Satin-finish plates. 6-11

Cost Systems and Installations.

COST SYSTEMS designed and installed to meet every condition in the graphic trades. Write for booklet, "The Science of Cost Finding." THE ROBERT S. DENHAM CO., 342 Caxton bldg., Cleveland, Ohio. 10-11

Counters.

HART, R. A., Battle Creek, Mich. Counters for job-presses, book-stitchers, etc., without springs. Also paper-joggers, "Giant" Gordon press-brakes. Printers' form-trucks. 5-11

Cylinder Presses.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. Babcock drums, two-revolution and fast new presses. Also rebuilt machines. 7-11

Electrotypers and Stereotypers.

McCAFFERTY, H., 141 E. 25th st., New York. 3-11

Electrotypers' and Stereotypers' Machinery.

HOE, R. & CO., New York and London. Manufacturers of printing, stereotyping and electrotyping machinery. Chicago offices, 143 Dearborn st. 11-10

MURRAY MACHINERY COMPANY, Kansas City, Mo. All kinds of electrotyping, stereotyping and photoengraving machinery. 3-11

THE OSTRANDER-SEYMOUR CO., General Offices, Tribune bldg., Chicago. Eastern Office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, office and salesrooms, 124-126-128 Federal st., Chicago. Eastern representatives: United Printing Machinery Company, Boston-New York. 2-11

Embossers and Engravers—Copper and Steel.

FREUND, WM. & SONS, est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and estimates. 43-49 Randolph st., Chicago. (See advt.) 3-11

Embossing Composition.

STEWART'S EMBOSSING BOARD—Easy to use, hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for \$1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

WESTERN EMBOSSING COMPANY. Every description of hot-die embossing. Post-cards, labels, catalogue covers, leather, cut-letter signs, advertising novelties. Send for estimate. Office and works, 2954 Sheffield av., Chicago, Ill. (See advt.) 6-11

Embossing Dies.

YOUNG, WM. R., 121-123 N. Sixth st., Philadelphia, Pa. Printing and embossing dies, brass, steel, zinc; first-class workmanship. 6-11

Engraving Methods.

ANYBODY CAN MAKE CUTS with my simple transferring and etching process; nice cuts from prints, drawings, photos are easily and quickly made by the unskilled on common sheet zinc; price of process, \$1; all material costs at any drug store about 75 cents. Circulars and specimens for stamp. THOMAS M. DAY, Box 12, Windfall, Ind. 12-10

Gummed Papers.

IDEAL COATED PAPER CO., Brookfield, Mass. Imported and domestic guaranteed noncurling gummed papers. 5-11

JONES, SAMUEL, & CO., 7 Bridewell place, London, E. C., Eng. Our specialty is noncurling gummed paper. Write for samples. 12-10

Gummed Tape in Rolls and Rapid Sealing Machine.

JAMES D. McLAURIN & CO., INC., 63 Park Row, New York city. "Bulldog" and "Blue Ribbon" brands gummed tape. Every inch guaranteed to stick. 6-11

Ink Manufacturers.

AMERICAN PRINTING INK CO., 2314-2324 W. Kinzie st., Chicago. 3-11

Job Presses.

GOLDING MFG. CO., Franklin, Mass. Golding Jobbers, \$200-\$600; Embosser, \$300-\$400; Pearl, \$70-\$214; Roll-feed Duplex, Triplex. 8-11

Machinery.

BARNHART BROTHERS & SPINDLER, Chicago. New; rebuilt. 7-11

Mercantile Agency.

THE TYPO MERCANTILE AGENCY, General Offices, 160 Broadway, New York; Western Office, 184 La Salle st., Chicago. The Trade Agency of the Paper, Book, Stationery, Printing and Publishing Trade. 7-11

Motors and Accessories for Printing Machinery.

SPRAGUE ELECTRIC COMPANY, 527 W. 34th st., New York. Electric equipments for printing-presses and allied machines a specialty. 3-11

BOOKBINDERS PLEASE NOTE: You have been for years looking for a substitute for Gold Leaf, one which is soft, pliable, brilliant and Non-Tarnishing; one whose cost is considerably less than Gold. **"CRAMAIN GOLD"** is all of these and more. Has been tested out for more than two years and has stood up under every test. **WRITE FOR PARTICULARS**

MANUFACTURED BY
CRAMER & MAINZER - Faerth, Bavaria
SOLE AGENT AND DISTRIBUTOR IN THE UNITED STATES
JAMES H. FURMAN
36 La Salle Street - - - Chicago, Ill.
Reputable representatives wanted in all principal cities

Paper Cutters.

CHILD ACME CUTTER CO., 184 Summer st., Boston; 261 Broadway, New York. Acme Self-clamping Cutters. 12-10

DEXTER FOLDER CO., Pearl River, N. Y., manufacturers of automatic clamp-cutting machines that are powerful, durable and efficient. 2-11

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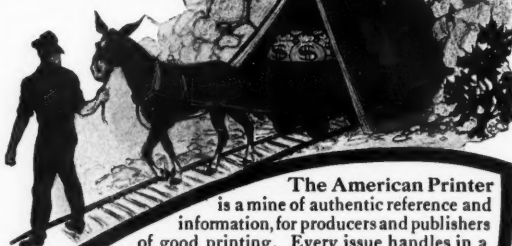
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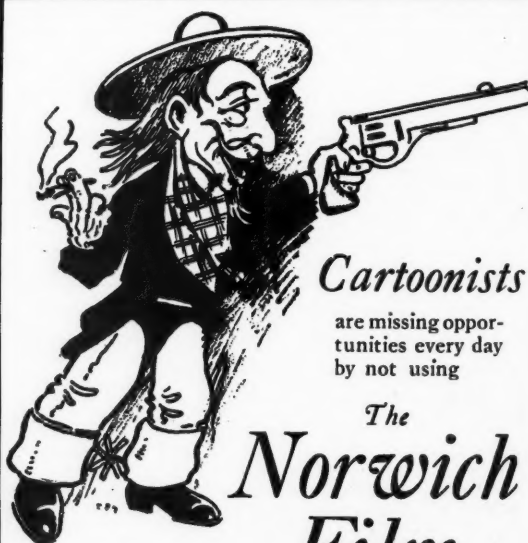
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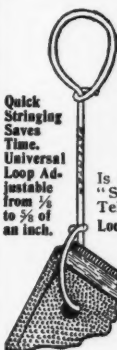
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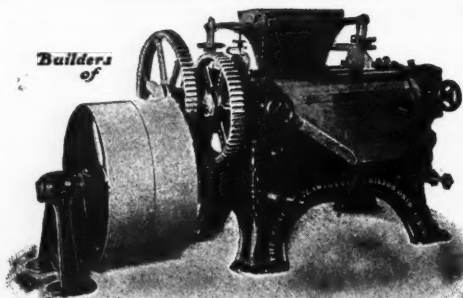
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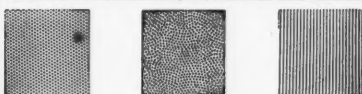


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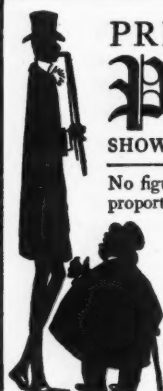
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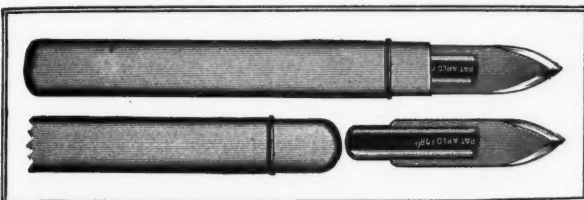
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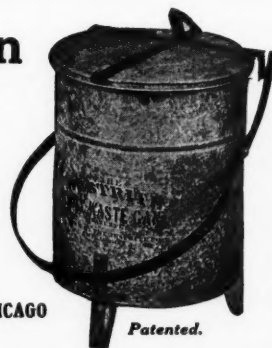
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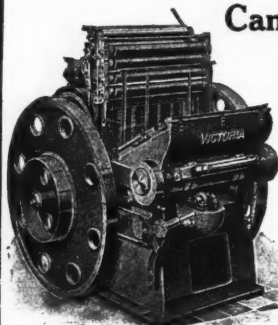
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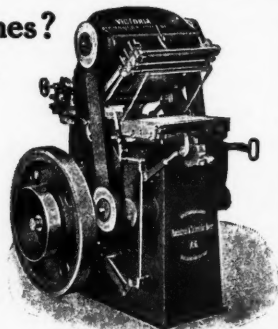
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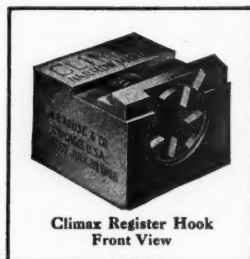
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You will find the answer in our beautiful new booklet, "Modern Methods." You ought to get and *keep* a copy. It's free.



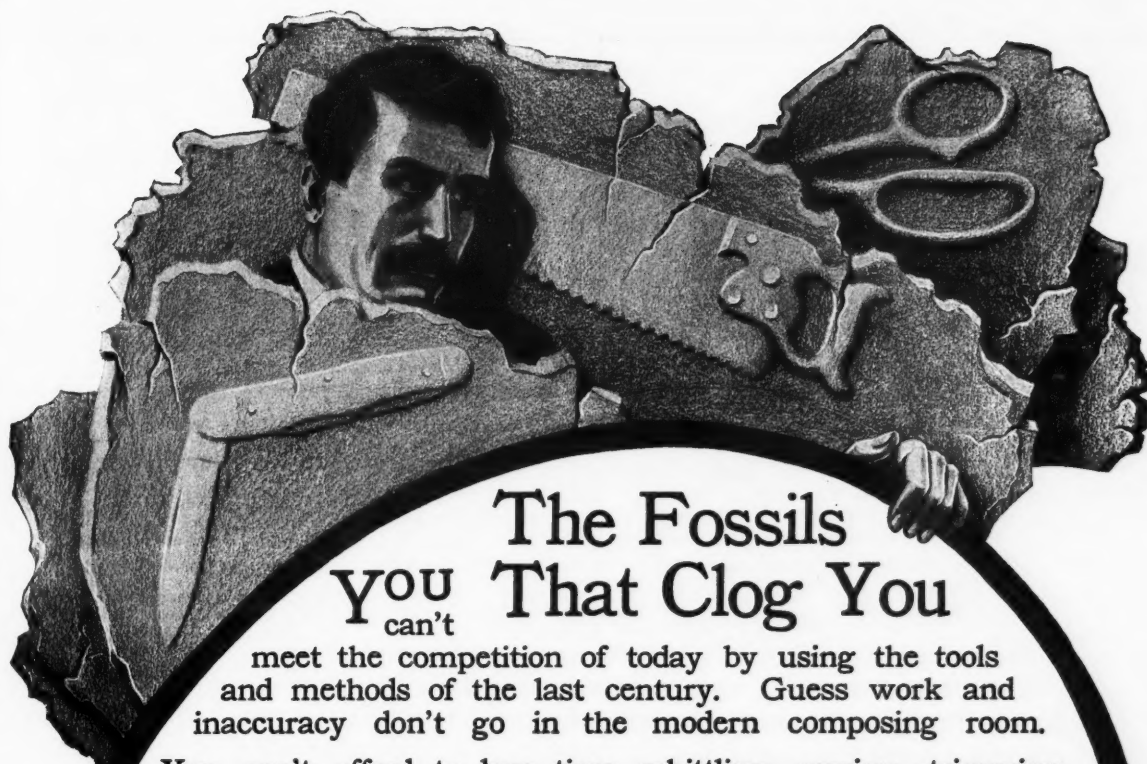
The Climax Register Hook is patented. You should refuse imitations for two reasons: because they are *inferior*, and because they are illegal.

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THE REGISTER HOOK PEOPLE



The Fossils You can't That Clog You

meet the competition of today by using the tools and methods of the last century. Guess work and inaccuracy don't go in the modern composing room.

You can't afford to lose time whittling, sawing, trimming, plugging and pasting, and after all that obtain poor or indifferent justification. In such tinkering, time-killing operations is where your profits are cut or cut out.

The Miller Saw-Trimmer

does away with every other cutting and trimming tool in the composing room. It accomplishes every operation with absolute accuracy on the point measurement basis, and at a great saving in time. It makes justification positive and immediate.

It Saws and Trims at the same operation. With its full equipment, it Miters, Bevels, Drills, Routs, Mortises inside and out, Grinds, Jig-Saws and Planes type-high. It occupies only two feet square of floor space and can be operated by any intelligent help.

"The only way to appreciate the value of your Saw-Trimmer is to have one and learn of its merits through actual experience," writes one of the biggest and best printers in Milwaukee.

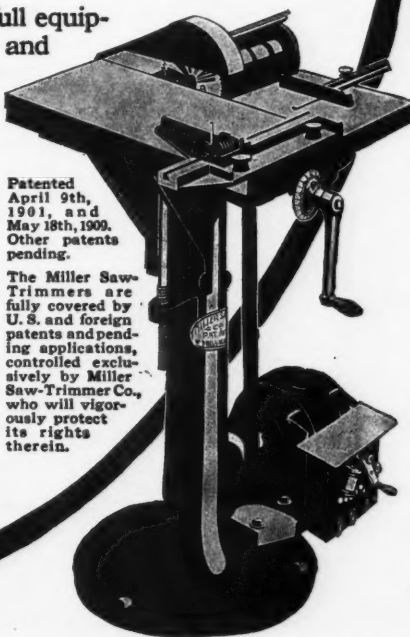
You Can Get This Experience by a Thirty

Days' Free Test and if it doesn't show you that it is a money-maker, a time-and-worry saver, and worth keeping, you may send it back. Every machine is guaranteed to prove every claim. If it doesn't, we want it back here. Send your order now. You will be under no obligation until you decide to keep the machine on its merits after a month's actual use at our expense.

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The Miller Saw-Trimmers are fully covered by U.S. and foreign patents and pending applications, controlled exclusively by Miller Saw-Trimmer Co., who will vigorously protect its rights therein.



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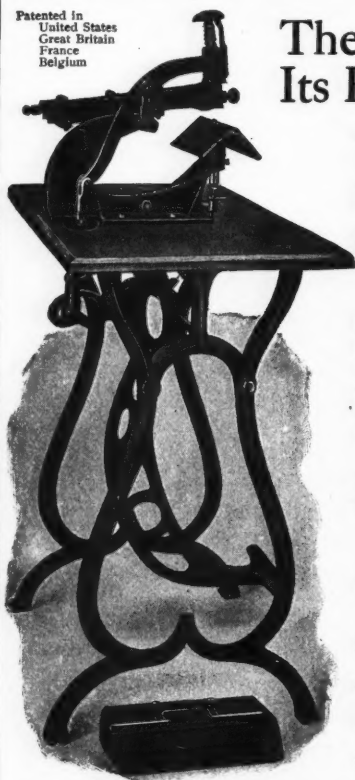
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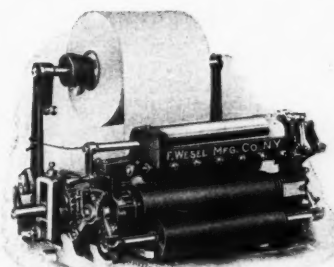
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THE exploitation of several recently invented proof presses indicates that the old-fashioned galley proof press is going the way of the old hand press.

You will ultimately discard the old galley proof press. You will be very little advantaged if your new proof press is not, at least, self-inking. Three-fifths of the possible economy, and all the superior

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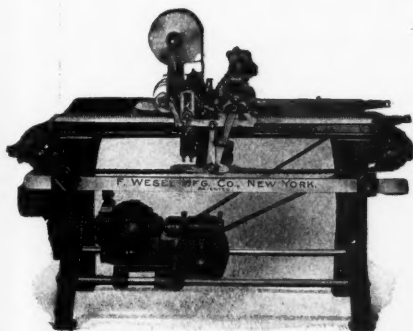
Wesel Self-Inking Proof Presses and Wesel Self-Feeding and Self-Inking Proof Presses are time-tested successes, producing all possible economies, and are in use in several hundred offices. Four styles and seven sizes, and all self-inking.



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They cover the whole range of requirements, cut down the labor cost, economize in proof-reading by printing superior proofs, and are of extraordinary durability.

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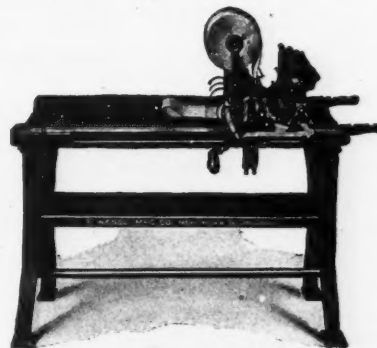
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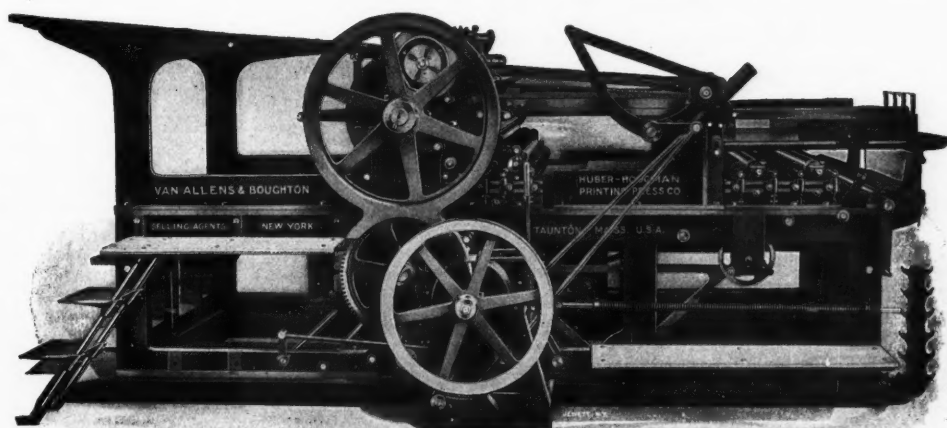
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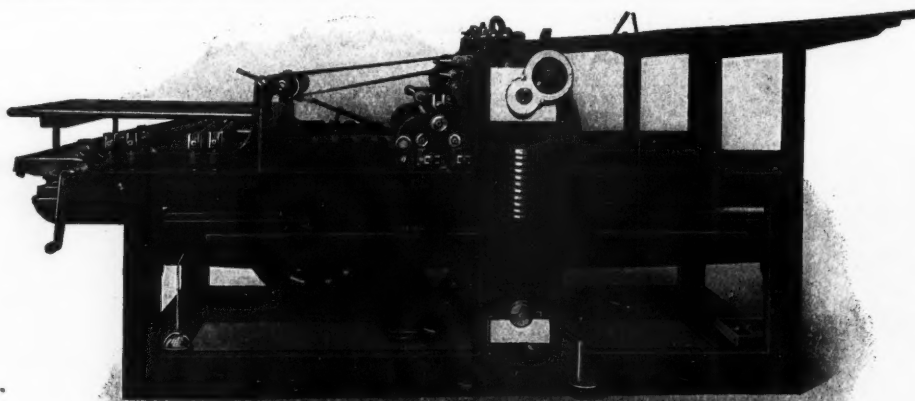
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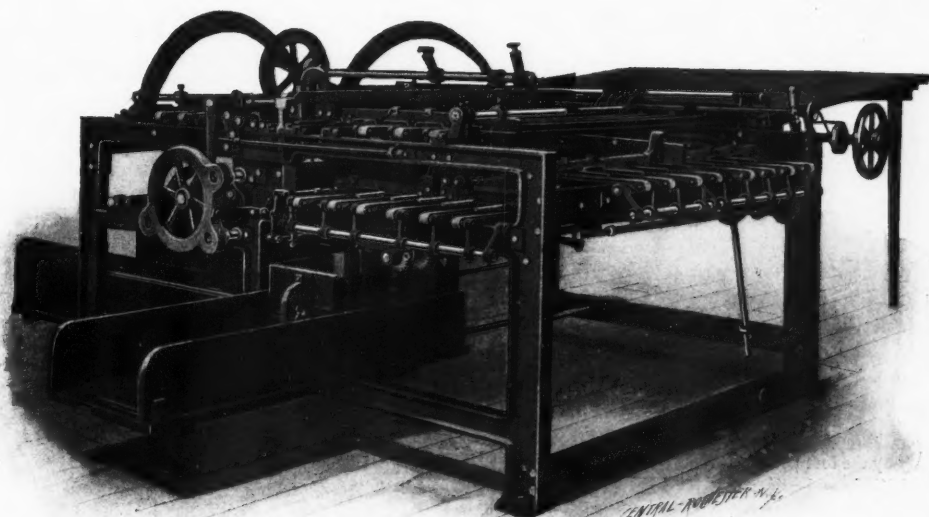
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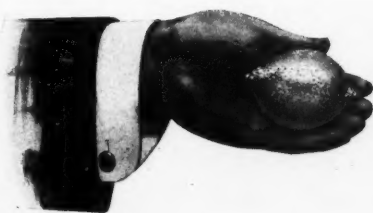
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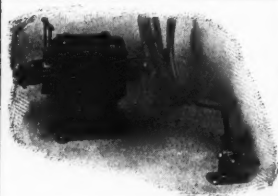


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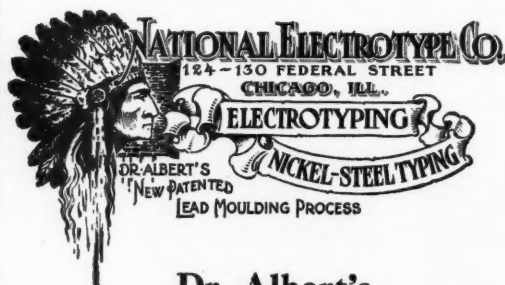
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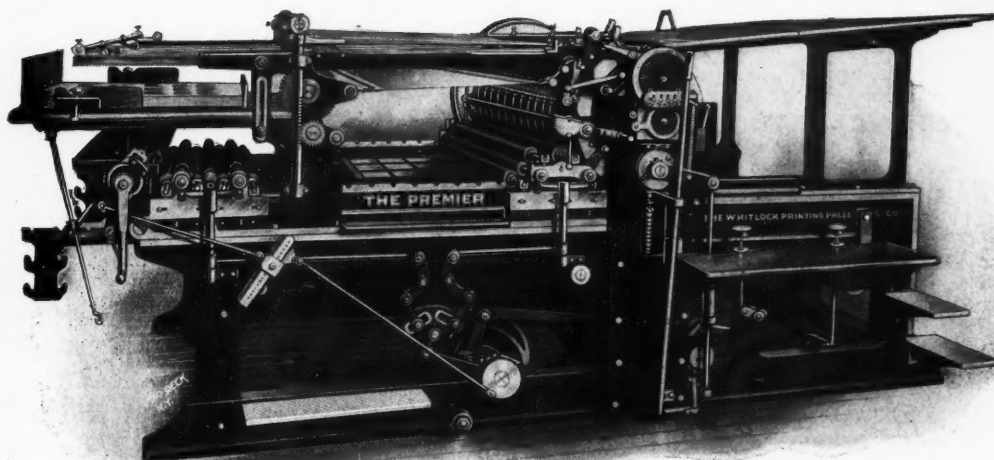
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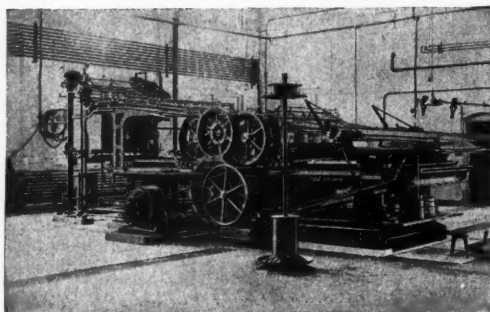
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
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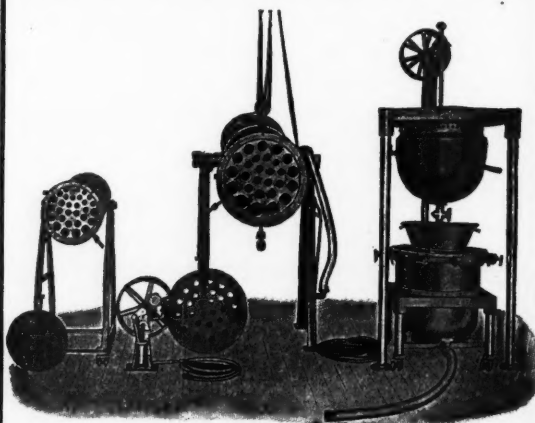
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\$100.00 in Gold for Artistic Work on Buckeye Covers

If you failed to read the Buckeye Prize Announcement in the October Inland Printer, *write to-day* for circular which tells how you can get part of \$100.00 in Gold for Artistic Work on Buckeye Covers, and how we are spending \$1,000.00 a month to increase your business.

On account of the great interest manifested in the competition, the closing date has been extended one month, and *you accordingly have until January 1* to enter specimens of your work. Specimens may be booklets, catalogs, circulars, folders, envelopes, house organs, or any pieces of advertising matter printed wholly or in part on Buckeye Cover.

In addition to the prizes, we will pay liberally for meritorious designs suitable for use in our advertising.

Send for circular of terms and conditions to-day, and get your specimens started.

Even if you fail to win a prize, you will win the appreciation of your customers by *improving their advertising without increasing its cost*, and you will learn some facts about the beauty and workability of Buckeye Cover that will be valuable to you as long as you remain in the printing business.

No cover-stock at anywhere near the Buckeye price is anywhere near so good as Buckeye Cover—it is the biggest cover value on the market.

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C. B. FORSYTHE, Sales Manager, Beckett Paper Co.

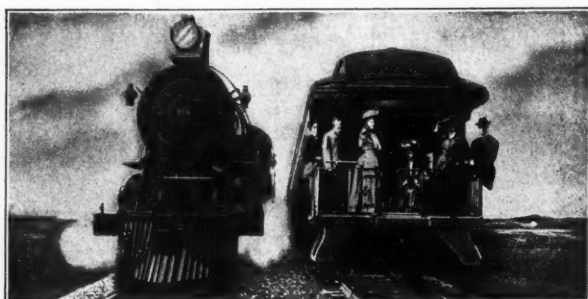


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Ar. ST. LOUIS	"	"	7:58 a.m.
Lv. ST. LOUIS	via M. K. & T.	No. 9	10:05 a.m.
Ar. FT. SCOTT	"	"	8:50 p.m.
" PARSONS	"	"	10:45 p.m.
" MUSKOGEE	"	"	1:45 a.m.
" McALESTER	"	"	3:30 a.m.
" DENISON	"	"	6:10 a.m.
" DALLAS	"	"	9:15 a.m.
" FT. WORTH	"	"	9:35 a.m.
" HILLSBORO	"	"	11:45 a.m.
" WACO	"	"	12:55 p.m.
" AUSTIN	"	"	4:55 p.m.
" SAN ANTONIO	"	"	7:45 p.m.
Ar. HOUSTON	"	"	9:55 p.m.

NORTHBOUND:

Lv. GALVESTON	via M. K. & T.	No. 10	4:10 a.m.
" HOUSTON	"	"	7:00 a.m.
" SAN ANTONIO	"	"	10:00 a.m.
" AUSTIN	"	"	1:00 p.m.
" WACO	"	"	4:40 p.m.
" HILLSBORO	"	"	6:05 p.m.
" FT. WORTH	"	"	7:55 p.m.
" DALLAS	"	"	8:15 p.m.
" DENISON	"	"	11:25 p.m.
" McALESTER	"	"	2:08 a.m.
" MUSKOGEE	"	"	3:53 a.m.
" PARSONS	"	"	7:20 a.m.
" FT. SCOTT	"	"	8:37 a.m.
Ar. ST. LOUIS	"	"	7:20 p.m.
Lv. ST. LOUIS	via C. & A.	No. 6	9:00 p.m.
Ar. CHICAGO	"	"	7:00 a.m.

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This is the most comprehensive and practical work on this subject ever published, and
has received the endorsement of leading men in the craft

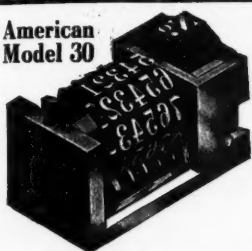
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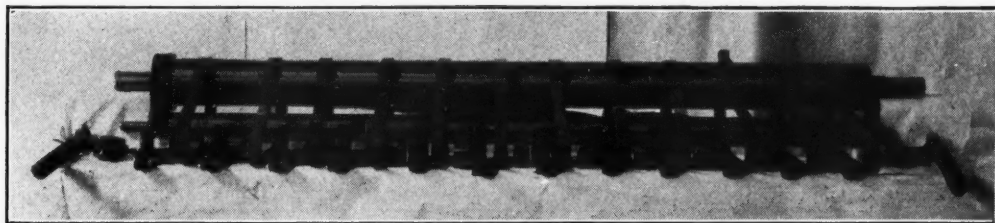
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INDEX TO CLASSIFIED ADVERTISEMENTS.

ADVERTISING CUTS.		PAGE
Herrick Press		300
AGENCIES.		
Papyrus Printing Co.		291
AIR BRUSHES.		
Paasche Air Brush Co.		291
AUTOMATIC PRESSES.		
Auto Falcon & Waite Die Press Co.		189
Kidder Press Co.		302
Meisel Press & Mfg. Co.		180
BALING PRESSES.		
Sullivan Machinery Co.		293
BOOKBINDERS' MACHINERY.		
Hickok, W. O., Mfg. Co.		184
Hoole Machine & Engraving Works		185
Seybold Machine Co.		171
BLACK AND COLORS FOR INKS.		
Williams Bros. & Co.		293
BOOK-FORM CARDS.		
Wiggins, John B., Co.		320
BOXBOARDS.		
United Boxboard Co.		296
BRONZING MACHINES.		
Mayer, Robert, & Co.		177
BRONZE POWDER.		
Fuchs & Lang Mfg. Co.		166
Mayer, Robert, & Co.		177
BUNDLING PRESSES.		
Anderson, C. F., & Co.		183
CARBON BLACK.		
Cabot, Godfrey L.		293
CARBON PAPER.		
Mittag & Volger.		293
Whitfield Carbon Paper Works		291
CHECK-END PRINTING MACHINES.		
Hoole Machine & Engraving Works		185
CHEMICALS FOR ENGRAVERS.		
National Steel & Copper Plate Co.		293
COLLATING MACHINES.		
Juengst, Geo., & Sons.		192
COMPOSING-ROOM FURNITURE.		
Hamilton Mfg. Co.		190
COMPOSING-STICKS.		
Star Tool Mfg. Co.		Insert
COPPERPLATE ENGRAVING AND PRINTING.		
Freund, Wm., & Sons.		183
COUNTERS.		
Durant, W. N., Co.		292
Redington, F. B., Co.		320
CUTTING AND CREASING PRESSES.		
National Machine Co.		196
CYLINDER PRESSES.		
Babcock Printing Press Mfg. Co.		167
Barnhart Bros. & Spindler		167
Cottrell, C. B., & Sons Co.		207
Miehle Printing Press & Mfg. Co.		Cover
Swink Printing Press Co.		303
Van Allen & Boughton		303
Whitlock Printing Press Mfg. Co.		307
DIE PRESSES.		
Auto Falcon & Waite Die Press Co.		193
Carver, C. R., Co.		195
DRAWING FILMS.		
Norwich Film		290
DRAWINGS.		
Juergens Bros. Co.		308
DRY-PLATES AND FILTERS.		
Cramer, G., Dry Plate Co.		291
DUPLIX PRESS TENSION FEED.		
Paterson, Wm.		315
ELECTRIC MOTORS, ETC.		
General Electric Co.		293
Kimble Electric Co.		306
Monitor Sales Dept.		291
Peerless Electric Co.		188
Robbins & Myers Co.		197
Sprague Electric Co.		205
Triumph Electric Co.		185
Westinghouse Electric & Mfg. Co.		308
ELECTRIC NEUTRALIZER.		
United Printing Machinery Co.		206
ELECTROTYPEPS.		
Acme Electrotpe Co.		183
Dinse, Page & Co.		300
Franklin Co.		187
Globe Engraving & Electrotpe Co.		201
Juergens Bros. Co.		308
National Electrotpe Co.		306
EMBOSSING.		
Chicago Embossing Co.		315
EMBOSSING COMPOSITION.		
Stewart's Embossing Board.		291
ENGRAVERS.		
Franklin Co.		187
Globe Engraving & Electrotpe Co.		201
Inland-Walton Engraving Co.		295
Juergens Bros. Co.		308
ENVELOPES.		
Western States Envelope Co.		191

FOLDERS.		PAGE
Brown Folding Machine Co.		305
Chambers Bros. Co.		172
Cleveland Folding Machine Co.		200
Dexter Folder Co.		198
Maish Mfg. Co.		180
FOUNTAINS FOR JOB PRESSES.		
Wagner Mfg. Co.		288
GAUGE-PINS.		
Megill, E. L.		311
GOLD LEAF.		
Furman, Jas. H.		289
HALF-TONE CLEANERS.		
Johnson, J. Frank.		291
IMPOSING SURFACES.		
Hamilton Mfg. Co.		190
INK GLOSS.		
Auld, Hampton		291
INK MILLS.		
Black-Clawson Co.		292
INKS.		
Ault & Wiborg Co.		176
Fuchs & Lang Mfg. Co.		166
Furman, Jas. H.		287
Hellmuth, Charles		311
Jaenecke Printing Ink Co.		199
Kast & Ehinger		311
Levey, Fred'k H., Co.		306
Queen City Printing Ink Co.		168
Thalman Printing Ink Co.		302
Ullman, Sigmund, Co.		Cover
INSTRUCTION.		
Bissell College of Photoengraving		291
Illinois College of Photography		291
Inland Printer Technical School		317
I. T. U. Commission		312
JOB PRESSES.		
Boston Printing Press & Machinery Co.		315
Chandler & Price Co.		203
Golding Mfg. Co.		195
National Machine Co.		196
Victoria Platen Press Mfg. Co.		296
KNIFE GRINDERS.		
Keyser, E. C., & Co.		291
LABEL-CUTTING PRESSES.		
Legemann Bros. Co.		185
LINOTYPE ACCESSORIES.		
Chicago Lino-Tabler Co.		Insert
LITHOGRAPHERS' MACHINERY.		
Seybold Machine Co.		171
LITHOGRAPHERS' MACHINERY AND SUPPLIES.		
Fuchs & Lang Mfg. Co.		166
Mayer, Robert, & Co.		177
MACHINISTS.		
B. & A. Machine Works		293
MAILERS.		
Dick, Rev. Robert, Estate		180
Wing, Chauncey		184
MECHANICAL OVERLAYS.		
Watzelhan & Speyer		300
MERCANTILE AGENCY.		
Typo Mercantile Agency		198
METALS FOR ENGRAVERS.		
American Steel & Copper Plate Co.		293
National Steel & Copper Plate Co.		293
Star Engravers' Supply Co.		293
MONOTYPE KEYBOARD PAPER.		
Colonial Co.		291
NEWSPAPER PRESSES.		
Goss Printing Press Co.		176
Hoe, R., & Co.		170
NUMBERING MACHINES.		
American Numbering Machine Co.		311
Wetter Numbering Machine Co.		295
OFFSET PRESSES.		
Harris Automatic Press Co.		179
Potter Printing Press Co.		186
Scott, Walter & Co.		202
OFFSET SUPPLIES.		
Fuchs & Lang Mfg. Co.		166
PAGING AND NUMBERING MACHINES.		
Latham Machinery Co.		194
PAPER.		
Albemarle Paper Mfg. Co.		308
Beckett Paper Co.		309
Butler, J. W., Paper Co.		161, 163
Crane, Z. & W. M.		217
Detroit Sulphite Pulp & Paper Co.		200
Knowlton Bros.		162
Mittineague Paper Co.		181
Niagara Paper Mills		304
Parker, Thomas & Tucker Paper Co.		180
Parsons Trading Co.		197
Rising, B. D., Paper Co.		313
Warren, S. D., & Co.		292
West Virginia Pulp & Paper Co.		208
White, James, Paper Co.		184
Woronoco Paper Co.		207
PAPER-CUTTER KNIVES.		
Coes, Loring, & Co.		175

PAPER-CUTTERS.		PAGE
Oswego Machine Works		165
Seybold Machine Co.		171
Sheridan, T. W. & C. B., Co.		173
Shniedewend, Paul, & Co.		177
PAPER-MILL MACHINERY.		
Seybold Machine Co.		171
PAPER TESTING.		
Electrical Testing Laboratories		292
PERFORATORS.		
Latham Machinery Co.		194
PLATE-MOUNTING SYSTEMS.		
Challenge Machinery Co.		182
Rouse, H. B., & Co.		298
PHOTO SCALE.		
Prior's Automatic Photo Scale		294
PRINTERS.		
Shepard, Henry O., Co.		Insert
PRINTERS' MACHINERY.		
Seybold Machine Co.		171
PRINTERS' MACHINERY AND SUPPLIES.		
Driscoll & Fletcher		291
Fuchs & Lang Mfg. Co.		166
PRINTERS' MACHINERY AND TOOLS.		
Toronto Type Foundry Co.		168
PROOF PRESSES.		
Shniedewend, Paul, & Co.		177
Vandercook Press		306
Weel, F., Mfg. Co.		301
PUBLICATIONS.		
American Pressman		294
American Printer		290
Amstutz' Handbook of Photoengraving		310
Caxton Magazine		294
Deutscher Buch- und Steindruck		294
Freie Kunst		294
Inland Printer Book List		314
Inland Stationer		311
Mechanism of the Linotype		316
Metalography		294
National Arts Pub. Co.		184
National Lithographer		294
Paper Dealer		292
Printer and Publisher		201
Printing Art		204
Process Engravers' Monthly		294
PUNCHES.		
Tatum, Sam'l C., Co.		197
RAILROADS.		
Chicago & Alton		310
Grand Trunk Railway System		316
ROLLER-MAKING MACHINERY.		
Rowe, James		308
ROLLERS.		
Bingham's, Sam'l, Son Mfg. Co.		164
Buckie Printers' Roller Co.		184
Van Bibber Roller Co.		292
ROTARY PERFORATORS.		
Burton's, A. G., Son.		200
ROUGHING.		
Shepard, Henry O., Co.		291
RULE-BENDING AND CUTTING MACHINES.		
Richards, J. A., Co.		185
RULING MACHINES.		
Hickok, W. O., Mfg. Co.		184
SAWS.		
Miller Saw-Trimmer Co.		299
SHADING FILMS.		
American Shading Machine Co.		293
STEEL-DIE ENGRAVING AND EMBOSING.		
Freund, Wm., & Sons		183
TAGS.		
Dennison Mfg. Co.		297
TARCOLIN.		
Delete Chemical Co.		293
THREAD STITCHERS.		
Fuller, E. C., Co.		174
TIME RECORDERS.		
Calculagraph Co.		188
TYPE-CASE CLEANERS.		
Feeny-Nossett Mfg. Co.		313
TYPE METALS.		
Blatchford, E. W., Co.		293
Merchant & Evans Co.		292
TYPECASTING MACHINES.		
Thompson Type Machine Co.		178
Universal Automatic Type-casting Machine Co.		196
TYPEFOUNDERS.		
Keystone Type Foundry		Insert
TYPESETTING MACHINES.		
Gutenberg Machine Co.		169
Mergenthaler Linotype Co.		Cover
WASTE CANS.		
Justrite Mfg. Co.		296
WIRE LOOPS.		
Wire Loop Mfg. Co.		291
WIRE STITCHERS.		
Acme Staple Co.		300
American Typefounders Co.		193
Beck, Charles, Co.		189
Latham Machinery Co.		194

TABLE OF CONTENTS—NOVEMBER, 1910.

	PAGE		PAGE		PAGE
"A Bulky Nemesis" (illustration).....	211	Hill, John C., and His Hamlet Soliloquy....	237	Mechanical Typewriting	235
Air-ship Flight, Chicago-to-Springfield (illustrations)	252-254	His Chief Anxiety.....	230	Need a New Roller.....	235
An Appreciative Employer.....	272	Incidents in Foreign Graphic Circles.....	228	Oil for Cylinder Packing.....	235
A Printer's Prayer.....	274	Invention of Printing.....	217	Peeling of Enamel Stock.....	236
Baseball Tournament, Union Printers'.....	266	Job Composition (illustrated).....	241	Photogravure Reproductions in Newspapers.....	237
Bookbinding, The Tariff Applied to.....	282	Los Angeles Times Building (illustration)...	264	Tarnishing of Gold Bronze.....	236
British Columbia Scenery (illustrations)...	280-283	MACHINE COMPOSITION:		Printers' Cost Congress, The Second International	275
Burlington (Vt.) Typographical Union (illustration)	268	Bent Matrices	256	PRINTERS' HOMES:	
BUSINESS NOTICES:		Distributor Trouble	256	William A. Ahrens, Sr.....	240
Advice Relating to the Purchase of a Proof Press	286	First-elevator Trouble	256	Walter S. Brown.....	271
Beautiful Booklet, A.....	284	Line-delivery Carriage, Adjustment of.....	256	James A. Gury.....	269
Electric Company Makes Change.....	284	Mold-turning Cam, Removing a.....	256	H. L. Thompson.....	270
Keystone's Selling Agents in Mexico.....	285	Producing Linotype Matter, The Cost of.....	257	O. W. Walkup.....	272
Logemann Label-cutting Press.....	285	Slug-casting Machine, A New—The Victorline (illustrated)	257	Printers Oppose Politics in Union.....	270
Modern Methods for Mounting and Registering Printing-plates	284	Mountain Pictures, Some Notable (illustrated).....	280	Printer, The	264
Monotype Composition and Make-up.....	284	Marion Augusta Henke (illustration).....	279	Printing, Invention of.....	217
New Plant of the Dean-Hicks Printing Company	285	Newspaper Meanness	227	PROCESS ENGRAVING:	
New Rosback Catalogue, The.....	284	NEWSPAPER WORK:		Automatic Process Camera, An.....	238
Prizes for Printers, \$240 in.....	285	Ad.-display, Criticisms of.....	251	Dragon's-blood Powder Box, The.....	240
Thompson Typecaster in Europe, The.....	286	Ad.-setting Contest No. 30.....	249	Electric Lights for Engravers' Use, New.....	238
Typographic Treat Coming, A.....	284	Another of the Western Iowa Awards.....	250	Flat Negatives	239
Colors, Harmony of.....	231	Changes of Ownership.....	255	Newspaper Cuts Should Be Fit to Print (illustrated)	239
CONTRIBUTED ARTICLES:		Chicago Papers Reduce Price.....	251	Photoengravers' Flying-machines	239
Country Newspaper, Pushing the.....	212	Chicago to Springfield by Biplane.....	252	Photengravers' Club, Chicago.....	240
Follow-up System, The (illustrated).....	214	Deaths	255	Wet-plate Collodion	238
Harmony of Colors.....	231	Editors Indicted on Antitrust Law.....	252	Window Displays, Photographing.....	238
Hue, Value and Chroma.....	216	Educational Special, An.....	251	PROOFROOM:	
Language Whims and Fallacies.....	210	Firemen Cause a Special Issue.....	250	Grammatically Singular, Logically Plural.....	274
Overhead Burden, Distribution of the.....	262	Housewarming Edition of the Columbus Dispatch	253	Punctuation and Capitalization.....	274
Practical Printing, Scientific Color in.....	233	Linotype Ad.-setting Contest.....	253	Scientific Color in Practical Printing.....	233
Union Printers' National Baseball League, (Third Annual Tournament).....	266	New Publications	255	Second International Printers' Cost Congress, The	275
Unity in Organization.....	265	News Notes	253	SPECIMEN REVIEW (illustrated).....	245
CORRESPONDENCE:		New Sunday Paper.....	252	Tariff Applied to Bookbinding, The.....	282
"A Small Leak Will Sink a Big Ship"....	227	Newspaper Criticisms	252	"The Lean and Phat" (illustration).....	224
Competition Not Incompetence the Basic Trouble	226	Only One Missing.....	249	The Printer	264
Copyrighting City Names.....	225	Open-space Advertising Contracts.....	249	"The Sword Dance" (illustration).....	218
Modern Printers' Unions, Criticism of.....	225	Set by a "Windy City" Graduate.....	250	Thoroughgoing Cooperation	219
Size Limit on Post-cards, The—A Warning	225	Seventy-five Years Old.....	249	Thrift	279
What Do They Do with Their Time?.....	227	Souvenir Edition, A.....	251	Tough Copy	281
Whipsaw at Work, The.....	225	The Man—The Field.....	253	TRADE NOTES:	
Cost Congress, Printers' Second International.....	275	Two Clarksburg Dailies Suspend.....	253	American Lithographic Company Takes Lease of South Brooklyn Property.....	271
Cost of Producing Linotype Matter, The.....	257	Western Newspaper Union Expands.....	250	Appreciative Employer, An.....	272
Criticism of Modern Printers' Unions.....	225	Organization, Unity in.....	265	Deaths	273
Distribution of Overhead Burden.....	262	Organizing Employing Printers.....	209	Growing Chicago Concerns to Consolidate.....	269
"Do You Take Any Real Money Out of Your Business?"	258	Outcome of the Second Cost Congress.....	220	Head of Walter Scott & Co. Married.....	268
EDITORIAL:		PAPER-BOX MAKING:		Hoe Library to Be Sold.....	270
Apprentice and the Employer's Duty, The.....	223	"A Silicate of Waterglass Coating Machine"	259	Incorporations	273
Coöperation, Thoroughgoing	219	Credits and Statements.....	259	Indianapolis Printers to Give Minstrel Show.....	269
Cost Congress, Views on the.....	222	Fire Prevention versus Fire Loss.....	259	"Multiform" Rule Bender, The.....	269
Cost System, Accuracy of a.....	219	Gigantic Merger, A.....	259	New Paper-house Opens for Business.....	268
Newspaper Plays	221	Heir Missing, An.....	259	Notes	272
Printer's Devil's Club, of Houston.....	220	Legal Definition of "Board".....	260	Politicians Must Pay Cash for Printing.....	268
Second Cost Congress, Outcome of the.....	220	New Plant in Western Canada, The.....	260	Printer Leaves \$200,000 to Employees.....	269
Tou Velle Bill, The.....	221	Notes	261	Printer Honored by Ohio Governor.....	269
Waste, Elimination of.....	220	Paper-box Makers and the Railroads.....	259	Printer Returns Savings from Pension.....	269
Elimination of Waste.....	220	Process for Coating Paper, A New.....	259	Printers' League Entertained by Union.....	268
Emergency Case, An.....	237	Show Us Your New Designs.....	260	Printers Oppose Politics in Union.....	270
Employing Printers, Organizing.....	209	Waterproofing Paper and Boxboard.....	260	Printers Shun Public Printing.....	271
Fellowship in the Craft.....	232	Personal Element in Printing, The.....	279	Prizes for Linotype Operators.....	270
First Aid to the Embarrassed.....	248	Peterboro Is Unsympathetic.....	258	Proofreader in Song Hit.....	270
Getting Our Revenge.....	255	Prayer, A Printer's.....	274	Richmond Printers Beat Champions.....	269
Get Together	227	PRESSROOM:		Ruxton's, Phil, Portfolio.....	269
Grammar, A Matter of.....	279	Color Chart for Pressmen.....	235	Sacramento Pressmen Book Exposition for San Francisco	272
		Engraver versus Pressman.....	236	Settlement at Spokane.....	271
		Felt Pennants	236	State Printing Contract Makes Trouble.....	271
		Impression Too Strong.....	235	Sues Son for Wages.....	268
		Ink Adhering to Hot-embossing Die.....	235	Western Headquarters for Typotheta.....	270
		Make-ready on a Two-color Press.....	235	Typotheta Establishes Western Headquarters.....	270
				Views on the Cost Congress.....	222

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INDEX TO ADVERTISEMENTS.

	PAGE		PAGE		PAGE
Acme Electrotype Co.	183	Fuller, E. C., Co.	174	Parsons Trading Co.	197
Acme Staple Co.	300	Furman, James H.	287, 289	Paterson, Wm.	315
Albemarle Paper Mfg. Co.	308	General Electric Co.	293	Peerless Electric Co.	188
American Numbering Machine Co.	311	Globe Engraving & Electrotype Co.	201	Potter Printing Press Co.	186
American Pressman	294	Golding Mfg. Co.	195	Printer and Publisher.	204
American Printer	290	Goss Printing Press Co.	176	Printing Art	201
American Shading Machine Co.	293	Grand Trunk Railway System	316	Process Engravers' Monthly	294
American Steel & Copper Plate Co.	293	Gutenberg Machine Co.	169	Queen City Printing Ink Co.	168
American Type Founders Co.	193	Hamilton Mfg. Co.	190	Redington, F. B., Co.	320
Anderson, C. F., & Co.	183	Harris Automatic Press Co.	179	Richards, J. A., Co.	185
Auld, Hampton	291	Heim, Josef	294	Rising, B. D., Paper Co.	313
Ault & Wiborg Co.	176	Hellmuth, Charles	311	Robbins & Myers Co.	197
Auto Falcon & Waite Die Press Co.	188, 193	Herrick Press	300	Rouse, H. B., & Co.	298
B. & A. Machine Works.	293	Hickok, W. O., Mfg. Co.	184	Rowe, James	308
Babcock Printing Press Mfg. Co.	167	Hoe, R., & Co.	170	Scott, Walter & Co.	295
Barnhart Bros. & Spindler	199	Hooke Machine & Engraving Works	185	Seybold Machine Co.	171
Beck, Charles, Co.	199	Illinois College of Photography	291	Shepard, Henry O., Co.	Insert
Beckett Paper Co.	309	Inland-Walton Engraving Co.	295	Sheridan, T. W. & C. B., Co.	173
Bingham's, Sam'l, Son Mfg. Co.	164	I. T. U. Commission	312	Shnidewend, Paul, & Co.	177
Bissell College of Photoengraving	291	Jaeneke Printing Ink Co.	199	Sprague Electric Co.	205
Black-Clawson Co.	292	Johnson, J. Frank	291	Star Engravers' Supply Co.	293
Blatchford, E. W., Co.	203	Juengst, Geo., & Son	192	Star Tool Mfg. Co.	Insert
Boston Printing Press & Machinery Co.	315	Juergens Bros. Co.	308	Sullivan Machinery Co.	293
Brown Folding Machine Co.	305	Justrite Co.	296	Swink Printing Press Co.	304
Buckie Printers' Roller Co.	184	Kast & Ehinger	311	Tarcolin	293
Burton's, A. G., Son	200	Keyser, E. C., & Co.	291	Tatum, Sam'l C., Co.	197
Butler, J. W., Paper Co.	161, 163	Keystone Type Foundry	Insert	Thalmann Printing Ink Co.	302
Cabot, Godfrey L.	293	Kidder Press Co.	302	Thompson Type Machine Co.	178
Calculagraph Co.	188	Kimble Electric Co.	306	Toronto Type Foundry Co.	168
Carver, C. R., Co.	195	Knowlton Bros.	162	Triumph Electric Co.	185
Caxton Magazine	294	Latham Machinery Co.	194	Typo Mercantile Agency	188
Challenge Machinery Co.	182	Levey, Fred'k H., Co.	306	Ullman, Sigmund, Co.	Cover
Chambers Bros. Co.	172	Logemann Bros. Co.	185	United Boxboard Co.	296
Chandler & Price Co.	203	Maish Mfg. Co.	180	United Printing Machinery Co.	306
Chicago & Alton	310	Mayer, Robert, & Co.	177	Universal Automatic Type-casting Machine Co.	196
Chicago Embossing Co.	315	Megill, Edw. L.	311	Van Allens & Boughton	303
Chicago Lino-Tabler Co.	Insert	Meisel Press & Mfg. Co.	180	Van Bibber Roller Co.	292
Cleveland Folding Machine Co.	200	Merchant & Evans Co.	292	Vandercreek Press	306
Coes, Loring, & Co.	175	Mergenthaler Linotype Co.	Cover	Victoria Platen Press Mfg. Co.	296
Colonial Co.	291	Miehle Printing Press & Mfg. Co.	Cover	Wagner Mfg. Co.	288
Cottrell, C. B., & Sons Co.	207	Miller Saw-Trimmer Co.	299	Want Advertisements	287
Cramer, G., Dry Plate Co.	291	Mittag & Volger	293	Warren, S. D., & Co.	300
Crane, L. & W. M.	311	Mittineague Paper Co.	181	Watzelhan & Speyer	300
Dennison Mfg. Co.	297	Monitor Sales Dept.	291	Wesell, F., Mfg. Co.	301
Detroit Sulphite Pulp & Paper Co.	201	National Arts Pub. Co.	184	Western States Envelope Co.	191
Deutscher Buch- und Steindruck	294	National Electrotype Co.	306	Westinghouse Electric & Mfg. Co.	308
Dexter Folder Co.	198	National Lithographer	294	West Virginia Pulp & Paper Co.	208
Dick, Rev. Robt., Estate	180	National Machine Co.	196	Wetter Numbering Machine Co.	295
Dinse, Page & Co.	300	National Steel & Copper Plate Co.	293	Whitfield Carbon Paper Works	291
Driscoll & Fletcher	291	Niagara Paper Mills	304	Whitlock Printing Press & Mfg. Co.	307
Durant, W. N., Co.	292	Norwich Film	290	Wiggins, John B., Co.	184
Electrical Testing Laboratories	292	Oswego Machine Works	165	White, Jas., Paper Co.	293
Feeney-Nossett Mfg. Co.	313	Pasche Air Brush Co.	291	Williams Bros. Co.	184
Franklin Co.	187	Papyrus Printing Co.	291	Wing, Chauncey	184
Freund, Wm., & Sons	183	Parker, Thomas & Tucker Paper Co.	180	Wire Loop Mfg. Co.	291
Fuchs & Lang Mfg. Co.	166			Woronoco Paper Co.	207

2
3
4
5
6
7
8
3
2
1
1
3
7
5
3
t
3
4
3
7
2
8
8
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8
er
6
6
6
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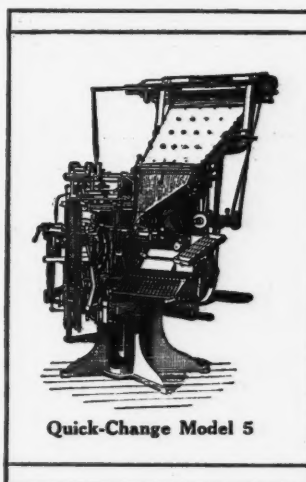
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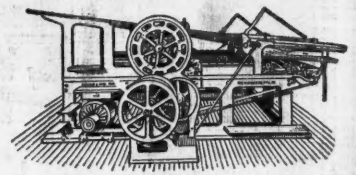
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The Miehle

The following is a list of
Miehle Presses
shipped during the month of
September, 1910



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

Maryland Color Printing Co..... Baltimore, Md. 1 Previously purchased twenty-four Miehles.	R. Baur & Son..... Wilkesbarre, Pa. 1 Previously purchased one Miehle.
Poole Brothers Chicago, Ill. 1 Previously purchased seventeen Miehles.	The Chronicle-News Pub. Co..... Trinidad, Colo. 1
Erste Westbohmische Druckin- dustrie Pilsen, Bohemia 1	Frank C. Afferton..... New York city 1
Telegram Printing Co..... Winnipeg, Man. 1 Previously purchased two Miehles.	Butterick Publishing Co..... New York city 4 Previously purchased eighteen Miehles.
Arcanum Printing Co..... Chicago, Ill. 1 Previously purchased two Miehles.	Superior Folding Box Co..... St. Louis, Mo. 1
New York Public Library..... New York city 1	Nevins-Church Press Irvington-on-Hudson, N. Y. 1 Previously purchased for this and other branches ten Miehles.
The Post Publishing Co..... Frederick, Md. 1	Hamlin B. Miller..... Marshalltown, Iowa. 1
Columbia Herald Newspaper Co... Columbia, Mo. 1	Superior Printing House..... New York city 1
Kalamazoo Vegetable Parchment Co. Kalamazoo, Mich. 1	Jefferson Theater Program Co.... Chicago, Ill. 1 Previously purchased five Miehles.
Rouss & Mann..... Toronto, Ont. 1	Desaulniers & Co..... Moline, Ill. 1 Previously purchased six Miehles.
Geo. Sheppard Printing Co..... Toronto, Ont. 1	Canton Magazine Co..... Canton, Ohio 2
The Commercial Press Co..... Racine, Wis. 1 Previously purchased four Miehles.	Oliver B. Wood..... Worcester, Mass. 1 Previously purchased two Miehles.
Cadillac Printing Co..... Detroit, Mich. 2 Previously purchased three Miehles.	Williams Printing Co..... New York city 2 Previously purchased fourteen Miehles.
Druckerei Gutenberg Madgeburg, Germany 1 Previously purchased one Miehle.	H. R. Lemen..... Council Bluffs, Iowa. 1
E. Gundlach, Act. Ges..... Bielfeld, Germany 1	Southern Printing Co..... New York city 2 Previously purchased one Miehle.
M. T. Swartz..... Omaha, Neb. 1 Previously purchased two Miehles.	Wm. F. Fell Co..... Philadelphia, Pa. 1 Previously purchased ten Miehles.
Shattock & McKay Co..... Chicago, Ill. 1	A. Oudshoorn Paris, France 1
Chicago Legal News Co..... Chicago, Ill. 1 Previously purchased three Miehles.	Hoover-Watson Printing Co..... Indianapolis, Ind. 1
The Boehme & Rauch Co..... Monroe, Mich. 4 Previously purchased six Miehles.	American Press Association..... New York city 1
Montreal Herald Montreal, Que. 2 Previously purchased eleven Miehles.	Albertan Publishing Co..... Calgary, Alta. 1
Lagonda Publishing Co..... Springfield, Ohio 1	Columbian Three Color Co..... Chicago, Ill. 4 Previously purchased fifteen Miehles.
Purse Printing Co..... Chattanooga, Tenn. 1 Previously purchased two Miehles.	Gould Press Printing Co..... St. Louis, Mo. 1 Previously purchased four Miehles.
Jerome H. Remick Printing Co.... Detroit, Mich. 1 Previously purchased seven Miehles.	The F. A. Bassett Co..... Springfield, Mass. 1 Previously purchased four Miehles.
Century Catalog Co..... Indianapolis, Ind. 1	Westfield Leader Ptg. & Pub. Co. Westfield, N. J. 1
Dunie & Hirschfeld..... Cincinnati, Ohio 1	Los Angeles Newspaper Union.... Los Angeles, Cal. 1
Buxton & Skinner Staty. Co..... St. Louis, Mo. 2 Previously purchased six Miehles.	Provident Print Shop Los Angeles, Cal. 1
Edw. P. Hoyer..... Milwaukee, Wis. 1	The McDonald Ptg. Co..... Cincinnati, Ohio 1
Art Color Printing Co..... New York city 2 Previously purchased eight Miehles.	Chas. C. Chain..... Bushnell, Ill. 1
Monarch Printing Co..... Quincy, Ill. 2 Previously purchased one Miehle.	The De Vinne Press..... New York city 1 Previously purchased sixteen Miehles.
	The Globe Folding Box Co..... Cincinnati, Ohio 1 Previously purchased one Miehle.

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